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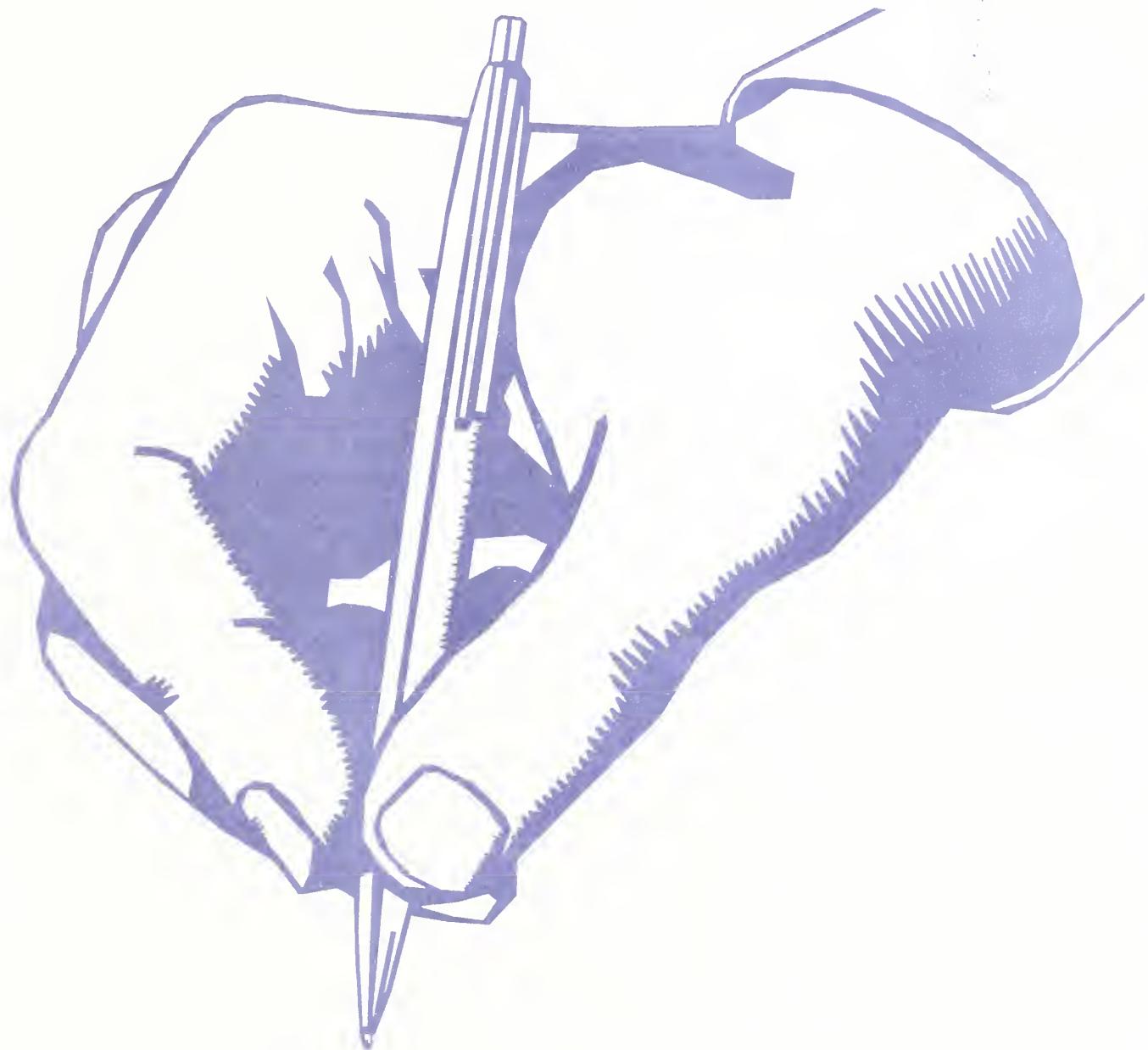
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Report 49

# Farmer Cooperative Statistics, 1994



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## Abstract

A survey of U.S. farmer cooperatives for calendar year 1994 showed a record net income of \$1.96 billion, up from \$1.36 billion in 1993. Gross and net business volumes were also record highs for the 4,174 cooperatives included in the survey. Assets, liabilities, and net worth were up. Business volume by commodity handled is reported for all cooperatives. Number of cooperatives, cooperative memberships, and number of full-time employees are classified according to marketing, farm supply, and service function. Trends in cooperative numbers, memberships, business size, sales volume, net income, assets, liabilities, and net worth are reported along with data on selected activities of other service organizations.

**Keywords:** cooperatives, statistics, business volume, memberships, balance sheet, net income.

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### **Farmer Cooperative Statistics, 1994**

Ralph M. Richardson, Celestine C. Adams, Katherine C. DeVille, Jacqueline E. Penn, and Charles A. Kraenzle

Statistics and Technical Services Staff, Cooperative Services, Rural Economic and Community Development, U.S. Department of Agriculture, AG BOX 3256, Washington, DC 20250-3256.

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## Preface

Farmer cooperative statistics are collected annually to provide information on the progress and trends in cooperatives' growth and development. These statistics have many uses such as research, technical assistance, education, planning, and public policy. The Federal Government is authorized by the Cooperative Marketing Act of 1926 to acquire, analyze, and disseminate farmer cooperative statistics.

This report provides aggregate information on the number, membership, business volume, and net income of farmer cooperatives. Cooperatives are classified by principal product marketed and major functional type. Fishery cooperatives are included as miscellaneous marketing cooperatives. Both gross (includes intercooperative business) and net (excludes intercooperative business) dollar volumes of cooperatives are reported.

Statistics for 1994 were compiled on a national basis only. Data by State are compiled and reported every other year. Therefore, 1993 State data appear in the appendix. The information was collected from individual farmer and fishery cooperatives by a mail survey of all organizations identified by USDA's Cooperative Services (CS) as farmer or aquacultural cooperatives. Information was requested for their business years ending during calendar 1994.

CS conducts its annual census because current aggregate estimates for all cooperatives are needed along with current data on individual cooperatives for research, education, and technical assistance purposes.

Statistics for all cooperatives were derived by adding data estimated for nonrespondents to respondent data. More than 82 percent of the total gross sales handled by farmer cooperatives was represented by questionnaire respondents. For information on cooperatives not returning a questionnaire, CS turned to house organs, annual reports, and other sources. These cooperatives accounted for 7.8 percent of the gross sales.

CS depends on the cooperative community's participation in its annual survey in developing a detailed and comprehensive set of statistics on farmer cooperatives. The time and effort taken to provide information and the timeliness with which it is furnished are greatly appreciated. Appreciation is also extended to CS staff for assistance in collecting and reviewing data and to John W. Stutzman (recently retired) for providing technical support.

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## Highlights

The 1994 survey of marketing, farm supply, and related-service cooperatives by USDA's Cooperative Services showed record net income and net business volume, but the number of memberships and organizations declined, reflecting continued consolidations and mergers among the Nation's existing agribusiness cooperatives.

- Record net income of \$1.96 billion was up 44.5 percent from the \$1.36 billion reported in 1993. The 1994 net included intercooperative dividends and refunds of \$334.6 million—up 5.4 percent from \$317.5 million.
- Total gross business volume (includes intercooperative business) handled by cooperatives increased 8 percent to a record \$105.5 billion from \$97.7 billion.
- Total net business volume (excludes intercooperative business) was up 7.8 percent, to \$89.3 billion from \$82.9 billion.
- The number of cooperatives declined 1.6 percent from 4,244 to 4,174. Cooperative memberships totaled 3,985,993, down almost 1 percent from 4,023,264.
- Grain and farm supply cooperatives operated an estimated 4,828 branches in 1994, up from 4,779 in 1993. This reflects the consolidation of cooperatives into larger and financially stronger units.
- Gross value of farm products marketed by cooperatives in 1994 increased 7.9 percent to \$72.1 billion from \$66.8 billion. Net value of these farm products (net of intercooperative business) was up 7.6 percent from \$60.9 billion to \$65.5 billion.
- Gross value of farm supplies handled by farmer cooperatives was up 7.9 percent, to \$30.4 billion from \$28.2 billion. After adjusting for intercooperative business, their value increased 8.1 percent from \$19.2 billion to \$20.8 billion.
- Receipts for services related to marketing farm products and handling farm supplies plus other income were up 9.6 percent to \$3 billion.
- Number of full-time employees totaled 175,019 in 1994 — up 1.9 percent from the 171,737 reported in 1991. Cooperatives also hired 53,248 part-time or seasonal workers.
- Combined assets for all farmer cooperatives increased 7.5 percent to \$36 billion. Net assets, after eliminating intercooperative investments, were up 8 percent from \$30.8 billion to \$33.3 billion.
- Total liabilities of \$20.3 billion were up 9.1 percent from \$18.6 billion.
- Net worth, or member and patron equity, was up 5.5 percent to \$15.6 billion. Total assets financed by member and patron equity decreased slightly, from 44.3 percent to 43.4 percent.

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## Highlights Capsule

	<u>1994</u>	<u>1993</u>
Number of cooperatives	4,174	4,244
Memberships	3,985,993	4,023,264
Net business volume (mil. dol.)	89,309	82,872
Net income (mil. dol.)	1,963	1,358
Total assets (mil. dol.)	35,960	33,446
Net worth (mil. dol.)	15,621	14,812
	<u>1994</u>	<u>1991</u>
Full-Time Employees	175,019	171,737
<b><u>Leading States</u></b>		
	<u>1993</u>	<u>1991</u>
	Minnesota	Minnesota
Number of cooperatives	404	422
	Minnesota	Minnesota
Memberships	392,815	365,117
	California	California
Net business volume (mil. dol.)	8,349	8,014

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# Farmer Cooperative Statistics, 1994

Ralph M. Richardson, Celestine C. Adams,  
Katherine C. DeVille, Jacqueline E. Penn,  
and Charles A. Kraenzle<sup>1</sup>

## I—Definition of a Farmer Cooperative

Cooperative Services (CS) considers four major criteria in identifying an organization as a farmer cooperative: (1) membership is limited to persons producing agricultural and aquacultural products and to associations of such producers; (2) cooperative members are limited to one vote despite the amount of stock or membership capital owned, or the cooperative does not pay dividends on stock or membership capital in excess of 8 percent a year, or the legal rate in the State, whichever is higher; (3) business conducted with nonmembers may not exceed the value of business with members; and (4) the cooperative operates for the mutual interest of members by providing benefits on the basis of patronage.

These criteria may create larger or smaller numbers of farmer cooperatives than found in lists or directories of State agencies or cooperative councils. CS includes only marketing, farm supply, and related-service cooperatives on its list. Wool pools are included as marketing cooperatives. Livestock shipping associations and rice driers, beginning with 1992 and 1993 respectively, are considered service cooperatives.

Many State lists include other types, such as production, credit, telephone, electric, and consumer cooperatives as well as those that do not fulfill CS' definition. Other reasons for possible differences in the number of cooperatives are that: (1) CS might not learn of certain cooperatives operating in a State for a considerable period of time; (2) a cooperative might not have completed and returned an initial questionnaire; or (3) no notice is received by CS that a cooperative discontinued operating.

### Classification of Cooperatives

Statistics are presented according to a cooperative's major function or classification—marketing, farm supply, and service.

Marketing cooperatives derive most of their total dollar volume from the sale of members' farm products. CS classifies these cooperatives into one of 13 commodities or commodity groups, depending upon their primary business volume. CS may reclassify a cooperative if its primary business volume changes.

Farm supply cooperatives derive most of their business volume from the sale of farm production supplies. These cooperatives handle a wide variety of supplies, farmstead equipment, and building materials. Many also handle farm and home items such as heating oil, lawn and garden supplies and equipment, and food.

Service cooperatives provide specialized business services related to the agricultural business operations of farmers, ranchers, or cooperatives such as cotton ginning, trucking, storing, drying, and artificial insemination. Livestock shipping associations were reclassified from marketing to service in 1992. Rice drying cooperatives, previously listed with rice marketing cooperatives, were added in 1993. Previously, they were listed with rice marketing cooperatives.

Many cooperatives handle multiple commodities and provide both marketing and farm supply services, as well as the facilities and equipment used to perform these services. These associations are classified according to the predominant commodity or function as indicated by their business volume.

Information on other types of service cooperatives such as Farm Credit System institutions, rural credit unions, rural electric cooperatives, and dairy herd improvement associations is presented separately.

### Organizational Membership Structures

#### Centralized

Of the 4,174 farmer cooperatives in 1994, a total of 4,059 were centralized organizations, mostly locals with individual farmer-members in a localized area, community, county, or several counties. Most usually perform a limited number of initial marketing functions. Most farm supply sales are at the retail level. A few centralized cooperatives, principally regionals, operate over large geographic areas

<sup>1</sup> Ralph M. Richardson, agricultural statistician; Celestine C. Adams, agricultural statistician; Katherine C. DeVille, statistical assistant; Jacqueline E. Penn, statistical assistant; and Charles A. Kraenzle, director, Statistics and Technical Services Staff (STSS).

and have members in several States. They often provide more vertically integrated services such as processing farm products or manufacturing feed and fertilizer.

Bargaining associations also have a centralized organizational structure. They derive all or most of their business volume from negotiating with distributors, processors, and other buyers and sellers over price, quantity, grade, terms of sale, and other factors involved in marketing farm products. Only a few bargain to purchase farm supplies. While the primary function of such an association is to bring buyers and sellers together to contract for the sale of members' products, many bargaining associations now perform additional functions.

For example, dairy bargaining associations at one time only negotiated price. Now, many perform additional functions, such as physically handling part of the milk for spot sales. Bargaining associations, like other dairy marketing cooperatives, represent their members at Federal or State milk marketing order hearings.

### **Federated**

Federated cooperatives comprise two or more member associations organized to market farm products, purchase production supplies, or perform bargaining functions.

The 73 federated associations identified often operate at points quite distant from their headquarters. Federated

cooperative members are usually local cooperatives. Some federations are interregional associations whose members are regional cooperatives.

### **Mixed**

A number of cooperatives have both individual farmer-members and autonomous cooperative members. These associations, a combination of centralized and federated structures, serve large geographic areas with members in many States, and provide a variety of integrated services. CS has identified 42 cooperatives with a "mixed" structure.

## **II—1994 Statistics**

Cooperatives' net business volume of \$89.3 billion in 1994 set a new record. Net income of \$1.96 billion, also a record, was up 44.5 percent from the \$1.36 billion reported in 1993. Number of cooperatives and memberships, at 4,174 and 3,985,993, respectively, were down. Combined assets, net worth, and liabilities were all up.

### **Number of Cooperatives**

The 1994 survey accounted for 4,174 marketing, farm supply, and related-service<sup>2</sup> cooperatives, compared with 4,244 in 1993. The net decrease of 70 associations (1.6 percent) largely reflected a continuing trend involving dissolution, merger, or acquisition.

Of the 4,174 cooperatives, 2,173 primarily marketed farm products, 1,496 handled primarily farm production supplies, and 505 provided services related to marketing or purchasing activities (table 1).

During 1994, marketing cooperatives as a proportion of all cooperatives decreased slightly, from 52.2 percent in 1993 to 52.1 percent; farm supply cooperatives decreased from 36.5 to 35.8 percent; and related-service cooperatives increased from 11.4 to 12.1 percent.

These percentage changes to some extent reflect reclassification because of dollar volume changes. In any given year, sales of farm supplies or grains and oilseeds could be higher due to market supply and demand conditions, both affected by seasonal weather conditions.

Cooperative numbers by major function and State for 1994 are shown in table 2. The leading States were Minnesota (411), North Dakota (305), Texas (290), and Iowa (268). These four States accounted for 1,274 cooperatives or 30.5 percent of the total. The location of a cooperative is based on its headquarters.

**Table 1—Number of cooperatives and memberships by major business activity, 1994**

Major business activity	Cooperatives	Memberships
Number		
Beans and peas, dry edible	10	2,472
Cotton	17	40,223
Dairy	247	124,666
Fruits and vegetables	288	50,583
Grains and oilseeds <sup>1</sup>	1,159	828,465
Livestock	100	330,603
Nuts	21	49,027
Poultry	17	30,032
Rice	21	16,841
Sugar	52	12,475
Tobacco	25	275,285
Wool and mohair	100	24,824
Miscellaneous marketings	116	19,654
Total marketing	2,173	1,805,150
Farm supply	1,496	1,935,576
Service	505	245,267
<b>Total</b>	<b>4,174</b>	<b>3,985,993</b>

<sup>1</sup> Excludes cottonseed. Cottonseed sales were included with cotton. Cottonseed meal and oil were included with feed and miscellaneous, respectively.

<sup>2</sup> Services include trucking, cotton ginning, storage, crop drying, artificial insemination, livestock shipping, and similar services affecting the form, quality, or location of farm products and supplies. They do not include credit, electric, telephone, or other such services not directly related to marketing or purchasing activities.

Table 2—Number<sup>1</sup> of cooperatives by major function and State, 1994<sup>2</sup>

State	Major function				Total
	Marketing	Farm Supplies	Service	Number	
Alabama	12	49	5	66	
Alaska	14	—	—	14	
Arkansas	17	43	6	66	
California	128	21	48	197	
Georgia	15	8	3	26	
Hawaii	31	6	6	43	
Illinois	140	70	6	216	
Iowa	171	93	4	268	
Kansas	136	29	4	169	
Kentucky	16	30	5	51	
Louisiana	22	23	13	58	
Massachusetts	11	4	—	15	
Michigan	48	33	5	86	
Minnesota	183	176	52	411	
Mississippi	25	41	27	93	
Montana	43	41	—	84	
Nebraska	95	52	3	150	
New York	82	12	5	99	
North Carolina	21	3	6	30	
North Dakota	177	112	16	305	
Ohio	70	26	7	103	
Oklahoma	61	25	27	113	
Pennsylvania	52	8	7	67	
South Dakota	85	73	—	158	
Texas	74	49	167	290	
Vermont	9	—	—	9	
Washington	59	33	4	96	
West Virginia	12	14	—	26	
Wisconsin	50	138	53	241	
Wyoming	8	6	—	14	
Other States <sup>3</sup>	306	278	26	610	
United States	2,173	1,496	505	4,174	

— = None identified.

<sup>1</sup> Includes centralized and federated cooperatives and those with mixed organizational structures.

<sup>2</sup> Data covering operations of cooperatives for fiscal years that ended in 1994.

<sup>3</sup> Includes States with fewer than three cooperatives for any function. States with three or more cooperatives include: Arizona, 10; Colorado, 60; Connecticut, 4; Delaware, 3; Florida, 52; Idaho, 47; Indiana, 63; Maine, 22; Maryland, 17; Missouri, 74; New Jersey, 19; New Mexico, 8; Oregon, 42; South Carolina, 8; Tennessee, 79; Utah, 25; Virginia, 71.

## Branches Operated by Grain and Farm Supply Cooperatives

Many cooperatives operate facilities at branch locations to better serve their members. Most are owned, although some are leased. A number were formerly independent cooperatives serving a local community. For economic or other reasons, many were acquired by or merged with other cooperatives and operated as branches from which to serve members and patrons at outlying locations.

Based on 1994 information, as shown in table 3 and figure 1, grain and farm supply cooperatives operated an estimated 4,828 branches—2,041 and 2,787, respectively. This is up from the 4,779 branches in 1993. The slight increase reflects the merger and consolidation activity among cooperatives.

Figure 1 shows that several of the larger (mainly regional) cooperatives had more branches than many smaller (local) cooperatives. For example, 12 of the grain and farm supply cooperatives, or 0.5 percent, accounted for 26.8 percent of the total number of branches operated by all such cooperatives.

## Memberships

Memberships in marketing, farm supply, and related service cooperatives totaled 3,985,993 in 1994, down 0.9 percent from 4,023,264 in 1993 (table 1).

By type, 48.6 percent were memberships of farm supply cooperatives (figure 2), 20.8 percent of grain, and 21.3 percent of livestock, tobacco, and service. Only 3.1 percent of cooperatives' total memberships were of dairy cooperatives, which accounted for 24.1 percent of cooperatives' net business volume in 1994.

## Cooperative Size

The annual gross business volume of farmer cooperatives increased even though most remain small and serve local areas. Several are seeking regional, national, or even international markets to increase business volume.

The increased size of individual cooperatives comes in part from mergers and acquisitions. However, data used were not adjusted for changes in price levels, and some size changes resulted from inflationary effects.

In 1994, 80.4 percent of all farmer cooperatives reported business volumes of less than \$15 million. They accounted for only 13.6 percent of the total gross dollar volume (table 4 and figure 3). Only 1.6 percent of farmer cooperatives reported business volumes of at least \$250 million, but accounted for 56.7 percent of the total sales, up from 55.3 percent in 1993.

These largest cooperatives (mostly regionals and inter-regionals and usually operating over large geographic areas) are a very important segment. Either directly and through member cooperatives, this group serves the bulk of the total memberships.

Figure 1—Branches of Grain and Farm Supply Cooperatives, 1994

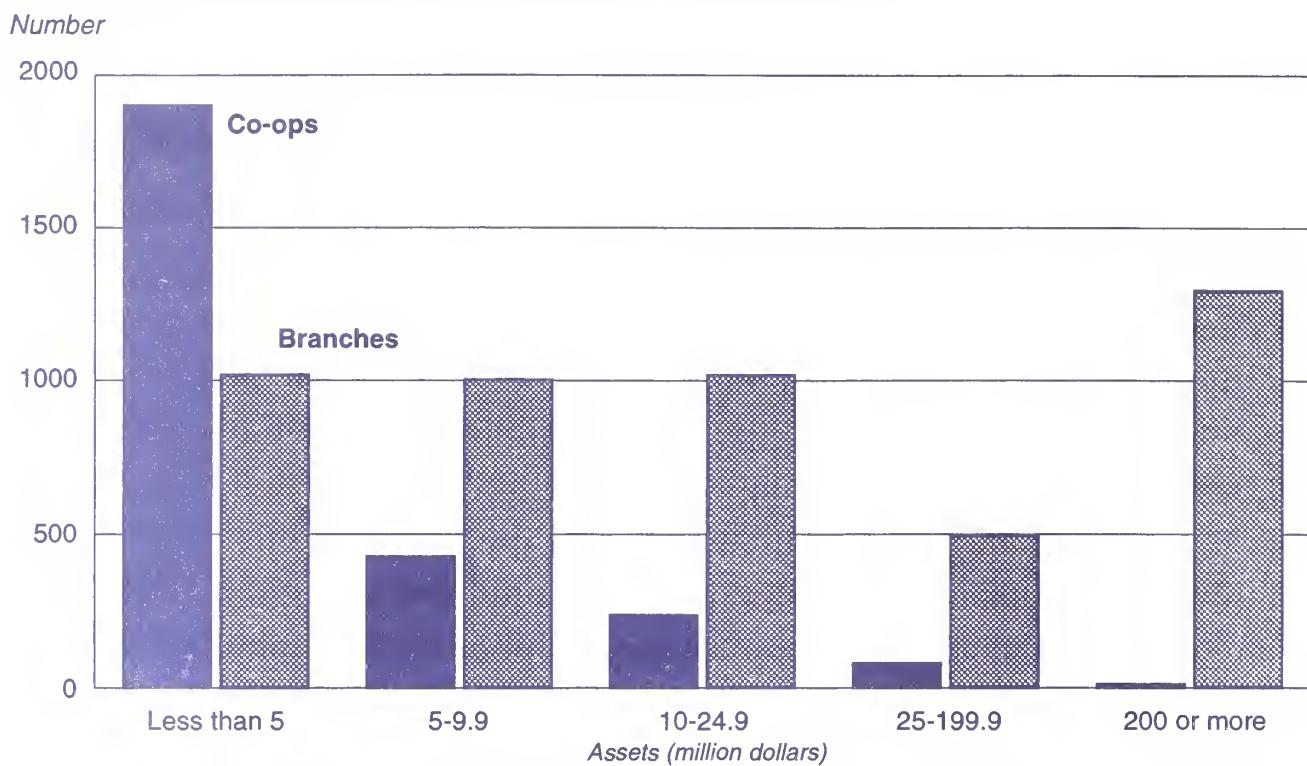
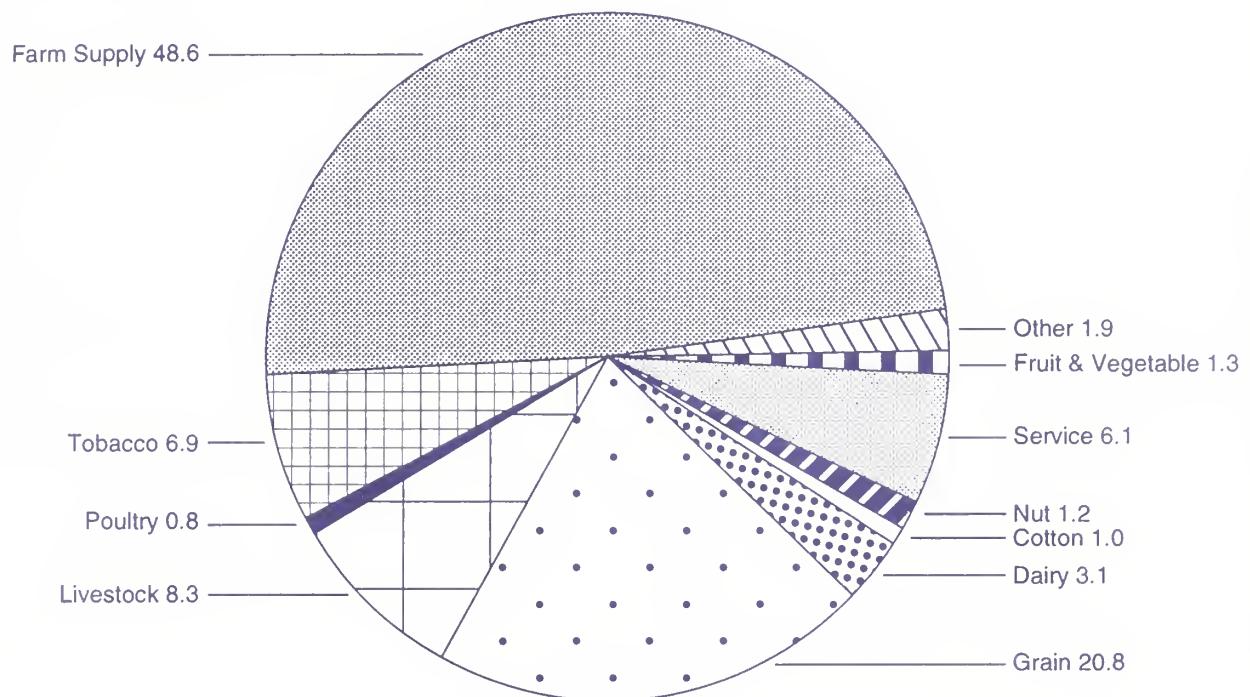


Table 3—Estimated number of branches operated by grain and farm supply cooperatives, 1992–94<sup>1</sup>

Assets Grouping (Mil. Dol.)	Cooperatives			Branches		
	1992	1993	1994	1992	1993	1994
<b>Grain</b>						
Less than 5	902	808	772	441	410	408
5 — 9.9	211	233	226	480	479	535
10 — 24.9	114	131	138	529	688	674
25 — 199.9	12	18	21	94	177	213
200 or more	4	3	3	323	311	211
Total	1,243	1,193	1,160	1,867	2,065	2,041
<b>Farm Supply</b>						
Less than 5	1,332	1,206	1,129	724	642	610
5 — 9.9	176	185	201	482	455	468
10 — 24.9	45	96	99	208	297	344
25 — 199.9	56	52	59	287	269	281
200 or more	9	8	9	1,076	1,051	1,084
Total	1,618	1,547	1,497	2,777	2,714	2,787

<sup>1</sup> Number of branches totaled 4,779 for 1993 and 4,828 for 1994.

Figure 2— Distribution of Memberships by Type of Cooperative, 1994



Percent based on 3,985,993 memberships.

Figure 3— Farmer Cooperatives Grouped by Business Volume, 1994

Percent of total

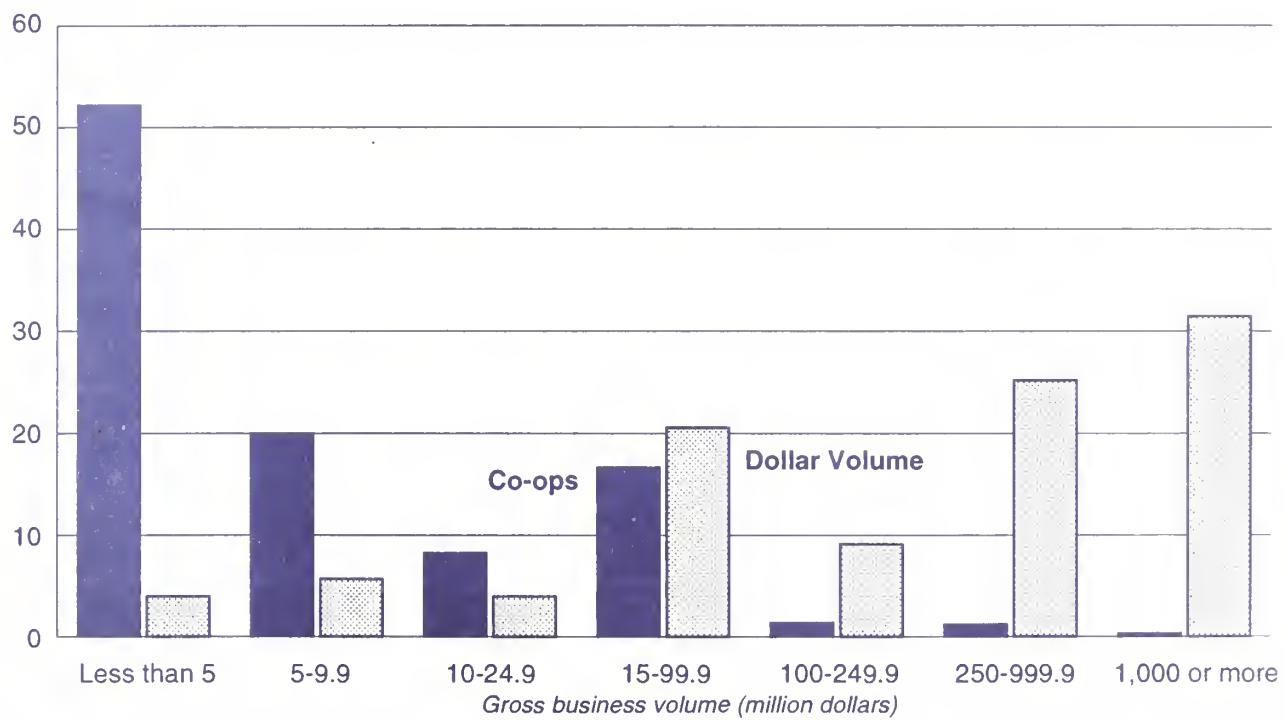


Table 4—Farmer cooperatives grouped by gross business volume, 1994<sup>1</sup>

Business volume group (mil. dol.)	Cooperatives		Dollar volume	
	Number	Percent of total	Gross <sup>2</sup> (mil. dol.)	Percent of total
Less than 5.0	2,177	52.1	4,193	4.0
5 – 9.9	834	20.0	5,998	5.7
10 – 14.9	345	8.3	4,206	4.0
15 – 24.9	341	8.2	6,545	6.2
25 – 49.9	261	6.2	8,980	8.5
50 – 99.9	93	2.2	6,174	5.8
100 – 199.9	41	1.0	5,917	5.6
200 – 249.9	17	0.4	3,711	3.5
250 – 499.9	29	0.7	10,311	9.8
500 – 999.9	23	0.6	16,291	15.4
1,000 and more	13	0.3	33,214	31.5
Total	4,174	100.0	105,539	100.0

<sup>1</sup> Business volume includes revenues from marketing plus the value of products bargained for or handled on a commission basis, supply sales, service receipts, and other income.

<sup>2</sup> Includes intercooperative business volume. Total does not add due to rounding.

## Business Volume

Total gross business volume for 4,174 marketing, farm supply, and related service cooperatives for 1994 was a record \$105.5 billion (table 5), up 8 percent from \$97.7 billion in 1993. The previous record of \$101.5 billion was set in 1981.

The record sales year for the Nation's farmer-owned cooperatives was due primarily to higher prices and increased production of feed grains and milk. Also boosting sales and income were increased sales of livestock, poultry, and farm supplies

Total net business volume of farmer cooperatives in 1994 was \$89.3 billion—\$65.5 billion for farm products marketed, \$20.8 billion for farm supplies purchased, and \$3 billion for services performed and from other income. The total net figure which excludes intercooperative business (the difference between gross and net business volumes) increased 7.8 percent from \$82.9 billion in 1993. However, accounting for price change, net business volume increased 6.8 percent.<sup>3</sup>

Gross volume of farm products marketed by cooperatives increased 7.9 percent, from more than \$66.8 billion in 1993 to \$72.1 billion in 1994. The net volume of farm products marketed was \$65.5 billion or 73.4 percent of the total net volume of cooperatives, up 7.6 percent from \$60.9 billion.

Figure 4 illustrates the leading products marketed by cooperatives based on net marketing business volume. Dairy led with 32.8 percent, followed by grains and oilseeds (excluding cottonseed) with 26.8 percent. Fruits and vegetables ranked third with 12.9 percent.

Gross volume of all farm supplies handled by cooperatives was \$30.4 billion, up 7.9 percent from \$28.2 billion. Net farm supply volume of \$20.8 billion accounted for 23.3 percent of the total net business volume, up 8.1 percent from \$19.2 billion. Sales of feed, seed, fertilizer, crop protectants, petroleum, and other supplies were all up from 1993.

The leading farm supplies handled by cooperatives in terms of net farm supply business volume were petroleum, 25.5 percent; feed, 23.1 percent; and fertilizer, 21.4 percent (figure 5).

Receipts for services performed by marketing, farm supply, and related-service cooperatives plus other income amounted to \$3 billion, up 9.6 percent. Service receipts and other income represented 3.3 percent of total net business volume.

The 1993 estimated volume of farm products marketed, farm supplies sold, and services provided by cooperatives is shown by State in appendix table 2.

## Net Income

Total net income before taxes and including losses for all cooperatives in 1994 was \$1.96 billion, including intercooperative dividends and refunds (table 6). Cooperatives operating strictly on a pooling basis are excluded. Net income was up 44.5 percent from the 1993 total of \$1.36 billion. Patronage refunds of \$334.6 million received from other cooperatives were up 5.4 percent from \$317.5 million.

<sup>3</sup> Deflated 1994 cooperative business volume was \$88.5 billion, up 6.8 percent from the actual \$82.9 billion in 1993. The \$88.5 billion was derived by deflating farm products marketed by the index of producer prices received for "farm products, processed foods and feeds." Farm supplies (inputs) and service income were deflated by the index of prices paid by farmers for "production items excluding interest, taxes, and wages."

Marketing cooperatives' net income of \$1,003.5 million was up 17.2 percent from the \$856 million generated in 1993. Cooperatives handling primarily grains and oilseeds, milk and milk products, and fruits and vegetables accounted for the largest proportion (76.6 percent) of marketing cooperatives' net income.

Farm supply cooperatives accounted for 42.2 percent of cooperatives' total net income in 1994 compared with 32.1 percent in 1993. Income from farm supply cooperatives' operations was \$681.1 million compared with \$285.3 million in 1993. Refunds of \$146.9 million from other cooperatives was down from \$150.6 million.

Farmer cooperatives' net income from own operations in 1994 totaled \$1,628.3 million, up 56.4 percent from \$1,040.8 million. More than 17 percent (\$334.6 million) of total net income was generated from other cooperatives, up from \$317.5 million in 1993. Marketing cooperatives' net income from other cooperatives totaled \$169.3 million and accounted for 16.9 percent of their total. Grain cooperatives' net income from other cooperatives was \$105.7 million or 34.6 percent of their total.

Income before losses equaled \$2,121.7 million. Losses from an estimated 290 cooperatives totaled \$158.8 million in 1994. Estimated losses were \$187.1 million in 1993.

Table 5—Cooperatives' gross and net business volume by commodity, 1994<sup>1</sup>

Commodity	Gross volume		Net volume	
	Million dollars	Percent	Million dollars	Percent
<b>Products marketed:</b>				
Beans and peas (dry edible)	230.1	0.2	227.4	0.2
Cotton	2,522.9	2.4	2,457.1	2.8
Dairy	23,139.1	21.9	21,502.5	24.1
Fruits and vegetables	9,284.0	8.8	8,433.8	9.4
Grain and oilseeds				
excluding cottonseed	21,178.4	20.1	17,572.8	19.7
Livestock	6,788.7	6.4	6,784.9	7.6
Nuts	1,004.0	1.0	1,004.0	1.1
Poultry	1,751.2	1.7	1,500.2	1.7
Rice	914.2	0.9	912.9	1.0
Sugar	1,878.2	1.8	1,810.8	2.0
Tobacco	447.3	0.4	447.3	0.5
Wool and mohair	18.6	( <sup>2</sup> )	12.2	( <sup>2</sup> )
Miscellaneous <sup>3</sup>	2,991.2	2.8	2,878.8	3.2
Total farm products	72,148.0	68.4	65,544.8	73.4
<b>Supplies purchased:</b>				
Crop protectants	3,503.9	3.3	2,604.3	2.9
Feed	6,505.1	6.2	4,790.7	5.4
Fertilizer	7,404.3	7.0	4,455.3	5.0
Petroleum	8,375.5	7.9	5,304.2	5.9
Seed	823.7	0.8	607.8	0.7
Other supplies <sup>4</sup>	3,792.8	3.6	3,016.2	3.4
Total farm supplies	30,405.3	28.8	20,778.6	23.3
<b>Services provided:</b>				
Trucking, cotton ginning, storage, grinding, locker plants, misc.	<sup>5</sup> 2,986.1	2.8	<sup>5</sup> 2,986.1	3.3
Total business	105,539.3	100.0	89,309.5	100.0

<sup>1</sup> Gross includes and net excludes intercooperative business. Totals may not add due to rounding.

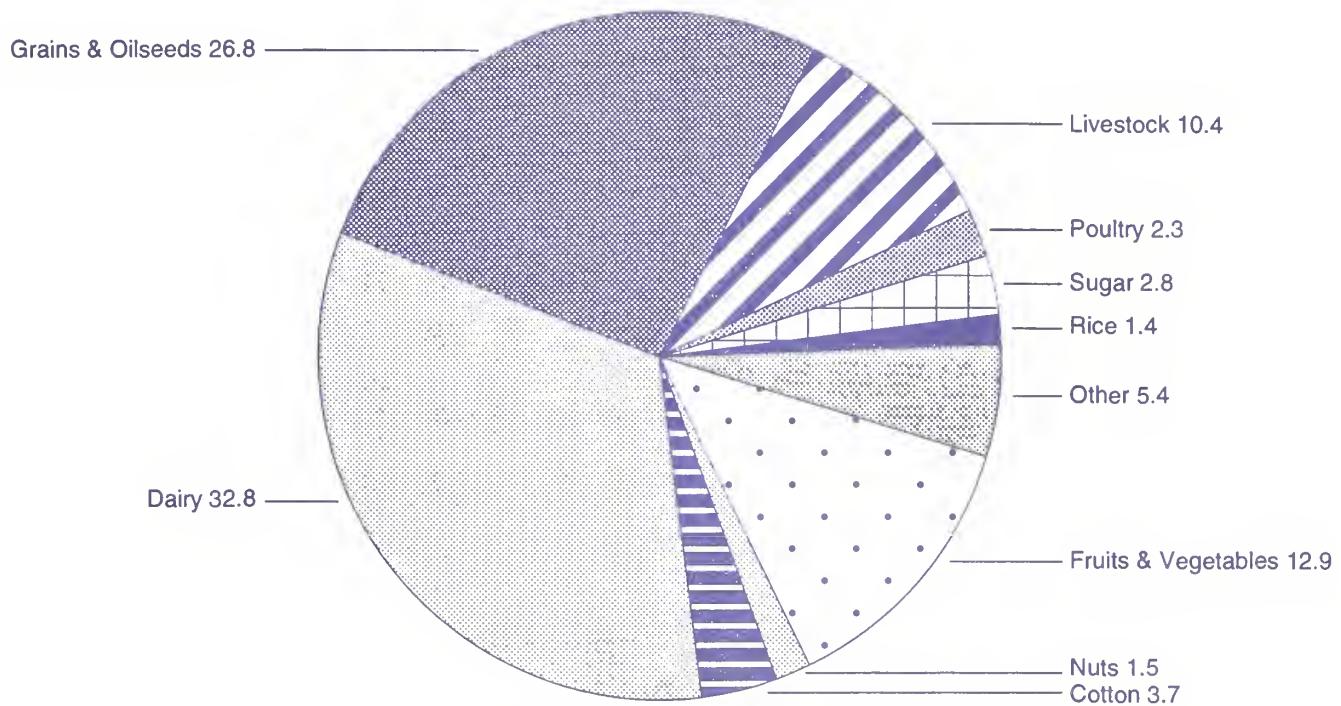
<sup>2</sup> Less than 0.05 percent.

<sup>3</sup> Includes coffee, fish, forest products, hay, hops, seed marketed for growers, nursery stock, other farm products not separately classified, and sales of farm products not received directly from member-patrons. Also includes manufactured food products and resale items marketed by cooperatives.

<sup>4</sup> Includes building materials, containers and packaging supplies, farm machinery and equipment, meats and groceries, automotive supplies, hardware, chicks, and other supplies not separately classified.

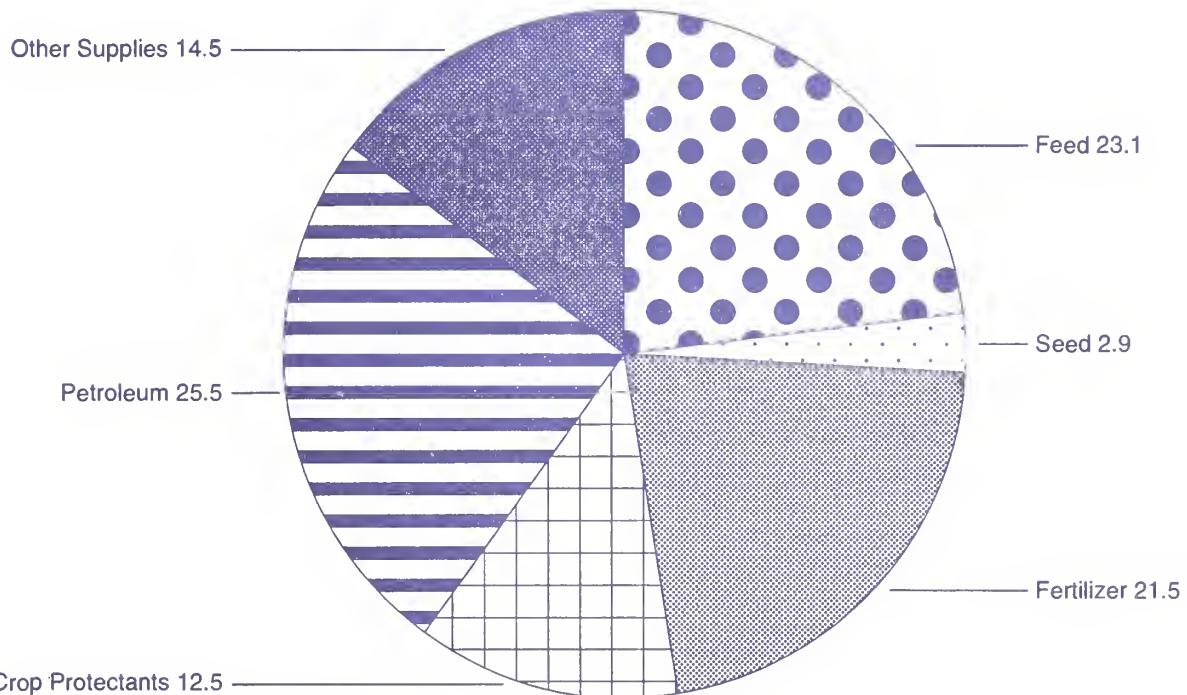
<sup>5</sup> Charges for services related to marketing or purchasing not included in the volume reported for those activities, plus other income.

Figure 4—Relative Importance of Farm Products Marketed by Cooperatives, 1994



Percent based on a net marketing business volume of \$65.5 billion.

Figure 5—Relative Importance of Farm Supplies Handled by Cooperatives, 1994



Percent based on a net farm supply business volume of \$20.8 billion.

Table 6—Farmer cooperatives' net income, 1994<sup>1</sup>

Principal products marketed or major function	Co-ops <sup>2</sup>	Total net income <sup>3</sup>	Income from own operations	Income from other co-ops <sup>4</sup>
	Number	Million dollars		
<b>Products marketed:</b>				
Cotton	17	85.4	84.4	0.9
Dairy	247	278.7	227.8	50.9
Fruits & vegetables	288	184.9	179.1	5.8
Grains and oilseeds excluding cottonseed	1,159	305.2	199.6	105.7
Livestock and poultry	117	95.2	93.7	1.6
Rice	21	11.2	11.2	—
Sugar	52	-0.2	-0.4	0.2
Other products <sup>5</sup>	272	43.0	38.9	4.2
Total farm products	2,173	1,003.5	834.3	169.3
Total farm supplies	1,496	828.0	681.1	146.9
Total related services	505	131.3	112.9	18.4
Combined total	4,174	1,962.9	1,628.3	334.6

— = Less than .05 million.

<sup>1</sup> Totals may not add due to rounding.

<sup>2</sup> Number of cooperatives includes those operating on a pooling rather than a net margin basis. Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function indicated by business volume.

<sup>3</sup> Before taxes and excluding losses.

<sup>4</sup> Excludes patronage refunds from CoBank and Banks for Cooperatives.

<sup>5</sup> Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

## Balance Sheet

Combined assets of all farmer cooperatives totaled nearly \$36 billion in 1994, up 7.5 percent from \$33.4 billion in 1993 (table 7). Assets of cooperatives, excluding intercooperative investments, totaled \$33.3 billion compared with \$30.8 billion, an 8-percent increase (table 8).

Total liabilities were \$20.3 billion, up 9.1 percent from the \$18.6 billion reported in 1993. Net worth, or member and patron equity, was \$15.6 billion, up 5.5 percent from \$14.8 billion in 1993. The proportion of total assets financed by member and patron equity edged down from 44.3 percent to 43.4 percent.

Marketing cooperatives accounted for \$24.5 billion of the \$36 billion in total assets. Cooperatives whose principal products were grains and oilseeds (excluding cottonseed) had total assets of \$7.6 billion in 1994 and \$7.8 billion in 1993, down 2.6 percent. Among the marketing cooperatives, those with primarily grain also maintained the largest proportion of investments in other cooperatives in both 1994 (11.7 percent) and 1993 (11.1 percent).

Assets of marketing cooperatives, excluding investments in other cooperatives, were \$23.2 billion, up 7.7 percent from 1993.

Farm supply cooperatives had total assets of \$10.6 billion compared with \$9.9 billion in 1994, up 7.1 percent. Excluding intercooperative investments, assets amounted to \$9.3 billion in 1994, up 8.1 percent from 1993.

Net worth, or member and patron equity, for all marketing cooperatives totaled \$9.9 billion, up 4.8 percent from 1993. Marketing cooperatives accounted for 63.2 percent of farmer cooperatives' combined net worth. The figure for farm supply cooperatives was 33.5 percent. For marketing cooperatives, the highest percent of total assets represented by net worth shown in table 7 (46.2 percent) was for those primarily marketing grains and oilseeds excluding cottonseed. The lowest, 34.1 percent, was for cooperatives primarily marketing fruits and vegetables. Cooperatives classified as farm marketing and farm supply had 40.3 and 49.3 percent, respectively, of their assets financed by net worth.

## Selected Financial Ratios

Financial ratios are often used to determine the relationships between items in the financial and income statements of a business operation and help in analyzing a cooperative's economic and financial situation.

Financial ratios can indicate problem areas. Although they cannot be used to solve problems, they do serve as guidelines for planning and in formulating actions. Care

Table 7— Combined selected balance sheet data for farmer cooperatives, 1994<sup>1</sup>

Principal products marketed or major function	Co-ops <sup>2</sup>	Total assets	Total liabilities	Net worth
	Number	Million dollars		
<b>Products marketed:</b>				
Cotton	17	749.5	424.7	324.7
Dairy	247	4,960.9	3,126.5	1,834.5
Fruits & vegetables	288	4,581.2	3,021.5	1,559.7
Grains and oilseeds excluding cottonseed	1,159	7,610.9	4,093.3	3,517.6
Livestock and poultry	117	3,040.6	1,997.5	1,043.2
Rice	21	491.6	275.5	216.1
Sugar	52	802.5	408.4	394.0
Other products <sup>3</sup>	<u>272</u>	<u>2,287.1</u>	<u>1,298.9</u>	<u>988.2</u>
Total farm products	2,173	24,524.3	14,646.3	9,878.0
Total farm supplies	1,496	10,617.0	5,382.5	5,234.5
Total selected services	505	818.7	309.9	508.8
Combined total	4,174	35,960.1	20,338.7	15,621.3

<sup>1</sup> Totals may not add due to rounding.<sup>2</sup> Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function indicated by business volume.<sup>3</sup> Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.Table 8— Combined assets of farmer cooperatives, 1994<sup>1</sup>

Principal products marketed or major function	Co-ops <sup>2</sup>	Assets of own operations	Investments in other co-ops	Total assets	Investments in other co-ops as percent of total
	Number	Million dollars			Percent
<b>Products marketed:</b>					
Cotton	17	745.8	3.6	749.5	0.5
Dairy	247	4,725.1	235.9	4,960.9	4.8
Fruits & vegetables	288	4,502.1	79.2	4,581.2	1.7
Grains and oilseeds excluding cottonseed	1,159	6,720.3	890.7	7,610.9	11.7
Livestock and poultry	117	2,975.1	65.5	3,040.6	2.2
Rice	21	491.5	0.1	491.6	<sup>3</sup>
Sugar	52	794.6	7.9	802.5	1.0
Other products <sup>4</sup>	<u>272</u>	<u>2,247.8</u>	<u>39.3</u>	<u>2,287.1</u>	<u>1.7</u>
Total farm products	2,173	23,202.2	1,322.2	24,524.4	5.4
Total farm supplies	1,496	9,349.1	1,267.9	10,617.0	11.9
Total selected services	505	752.5	66.2	818.7	8.1
Combined total	4,174	33,303.8	2,656.2	35,960.1	7.4

<sup>1</sup> Totals may not add due to rounding.<sup>2</sup> Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function indicated by business volume.<sup>3</sup> Less than 0.05 percent.<sup>4</sup> Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Table 9— Selected financial ratios of cooperatives, 1994<sup>1</sup>

Type of co-op and assets group (Mil. dol.)	Return on assets <sup>2</sup>	Net worth to assets <sup>3</sup>	Return on sales <sup>4</sup>	Sales to assets <sup>4</sup>	Current ratio <sup>5</sup>
<i>Percent</i>				<i>Number</i>	
Dry bean and pea	5.5	41.8	2.9	1.9	1.4
Cotton	11.2	43.9	2.9	3.8	1.5
Dairy	5.2	35.6	1.1	4.6	1.2
Less than \$0.5	2.1	66.0	.4	4.8	—
\$0.5 – \$.99	6.4	73.8	.9	7.1	—
\$1.0 – \$2.49	5.0	46.6	.8	6.5	—
\$2.5 – \$24.99	8.5	39.7	1.2	7.4	1.3
\$25.0 – \$99.99	5.8	40.1	1.0	5.7	1.2
\$100.0 – \$499.99	5.1	39.1	1.1	4.6	1.1
Fruit and vegetable	3.4	33.5	1.8	1.9	1.3
Less than \$0.5	.1	51.1	.01	7.0	1.3
\$0.5 – \$.99	8.5	50.4	1.2	6.9	1.7
\$1.0 – \$2.49	18.7	44.9	3.8	5.3	1.1
\$2.5 – \$24.99	8.6	38.7	3.1	2.8	1.5
\$25.0 – \$99.99	2.8	34.4	1.4	2.1	1.2
\$100.0 – \$499.99	3.6	34.7	1.7	2.1	1.4
Grain and oilseed <sup>6</sup> /	3.1	44.5	1.2	3.3	1.2
Less than \$0.5	-1.3	72.6	-.2	5.1	2.6
\$0.5 – \$.99	2.6	77.7	.6	4.6	2.2
\$1.0 – \$2.49	4.5	65.8	1.2	3.8	1.7
\$2.5 – \$24.99	4.1	49.1	1.4	2.9	1.3
\$25.0 – \$99.99	4.3	33.4	1.9	2.3	1.1
Livestock	3.9	30.0	.9	4.3	1.3
Nut	.9	40.9	.4	2.4	1.6
Poultry	1.2	45.4	.4	3.0	1.6
Rice	2.4	48.3	.9	2.6	1.5
Sugar	-.4	47.5	-.2	1.7	1.4
Tobacco	2.2	48.2	5.2	.4	—
Misc marketing	8.4	48.4	4.2	2.0	1.6
Fishery	1.2	58.0	—	.7	—
Farm supply	5.8	46.4	2.5	2.4	1.5
Less than \$0.5	5.8	76.5	2.1	2.8	3.0
\$0.5 – \$.99	7.2	69.1	2.9	2.5	2.1
\$1.0 – \$2.49	7.5	72.6	3.4	2.2	2.3
\$2.5 – \$24.99	7.2	60.2	3.2	2.3	1.7
\$25.0 – \$99.99	5.5	45.2	2.1	2.3	1.4
\$100.0 – \$499.99	6.3	45.4	2.7	2.5	1.5
Service	7.8	69.5	6.5	.9	1.9
Cotton gin	24.3	63.3	17.5	1.4	1.7

— = Data not available.

<sup>1</sup> Based on cooperatives reporting. Excludes strictly bargaining or pooling cooperatives. Ratios were calculated by summing the individual items and dividing the numerator by the denominator. No attempt was made to include the same cooperatives in each group to calculate all five ratios. Outliers (extreme values) not representative of the group were excluded.

<sup>2</sup> Includes net income before any income taxes are deducted. Calculated by dividing net income by total assets. Usually referred to as the return on assets.

<sup>3</sup> Net worth, or member equity, is the value of the assets owned by members. The ratio was calculated by dividing total net worth by total assets.

<sup>4</sup> Total sales includes service receipts and other income and patronage refunds received from other cooperatives and CoBank and Banks for Cooperatives. The return on sales was found by dividing net income by total sales.

<sup>5</sup> The current ratio was derived by dividing current assets by current liabilities. These data were taken from annual reports where provided.

<sup>6</sup> Excludes cottonseed.

must be taken in their use because both items used to calculate a ratio are subject to considerable variation. How a ratio is interpreted is largely subjective.

Several financial ratios indicative of cooperative performance were selected—return on assets, net worth-to-assets, return on sales, total sales-to-assets, and the current ratio.

Returns on assets and sales reflect profitability. The net worth-to-assets ratio indicates a cooperative's ability to meet long-term financial obligations. The total sales-to-assets ratio (asset turnover ratio) indicates how efficiently a cooperative is using its assets. The current ratio (current assets divided by current liabilities) is a good measure of a cooperative's ability to meet current obligations.

Table 9 lists the values of these ratios for the cooperatives reporting to CS. Extreme values (high and low ratios) were excluded so that the ratios would be more representative of the cooperatives reporting. For the predominant types of cooperatives (dairy, fruit and vegetable, grain, and farm supply), ratios are also shown by selected asset category. These ratios offer cooperative leaders a general barometer for comparing their operations with others of the same type and/or size.

The return on assets (net income/assets) varied considerably, but tended to decrease with an increase in size. Generally, as cooperatives grow, less of their assets is financed by members. The net worth-to-asset ratio was highest among the cotton ginning cooperatives.

The return on sales (net income/total sales) ranged from a -0.2 percent for the smallest grain and sugar cooperatives to a high of 17.5 percent for cotton ginning cooperatives. However, the ratio for most type and size groups was between 0.9 and 3.2 percent.

The sales-to-assets ratio ranged from 0.4 for tobacco cooperatives to 7.4 percent for dairy cooperatives with assets in the range of \$2.5 million to \$25 million. Among dairy, fruit

and vegetable, and grain cooperatives to some extent, the ratio tended to decrease as size of cooperative increased. Generally, this reflects the large investment in processing or manufacturing equipment typical of the larger dairy and fruit and vegetable cooperatives. The sales-to-assets ratios for farm supply cooperatives did not vary much with size. Most grain and farm supply cooperatives are less involved in manufacturing or processing than dairy and fruit and vegetable cooperatives.

The current ratio (current assets/current liabilities) ranged from 1.1 for dairy and grain cooperatives with assets of \$25 million to \$100 million and fruit and vegetable cooperatives with assets of \$1 million to \$2.5 million to a current ratio of 3 for farm supply cooperatives with assets less than \$5 million. Current ratios tended to be higher for the medium- and smaller sized cooperatives than for the larger ones because larger cooperatives generally finance more of their assets with borrowed capital.

### III—Cooperative Trends, 1985–94

The changing economic environment in the 1980s forced some cooperatives out of business. Others had to make difficult adjustments such as reducing staff and selling less productive assets. The stress is noted in business volume of farmer cooperatives, which dropped from \$65.6 billion in 1985 to \$58.4 billion in 1986, and subsequently rebounded to reach \$77.3 billion in 1990 and a record \$89.3 billion in 1994 (appendix figure 1).

#### Number of Cooperatives

The total number of marketing, farm supply, and related-service cooperatives declined from 5,625 in 1985 to 4,174 in 1994 (table 10 and figure 6). Marketing cooperatives declined from 3,441 to 2,173 and farm supply cooperatives

Table 10—Number of farmer cooperatives, 1985–94

Period <sup>1</sup>	Marketing	Farm supply	Service	Total
<i>Number</i>				
1985	3,441	2,036	148	5,625
1986	3,260	1,971	138	5,369
1987	3,054	1,941	114	5,109
1988	2,988	1,836	113	4,937
1989 <sup>2</sup>	2,550	1,803	446	4,799
1990	2,519	1,717	427	4,663
1991	2,384	1,689	421	4,494
1992 <sup>3</sup>	2,218	1,618	479	4,315
1993 <sup>4</sup>	2,214	1,547	483	4,244
1994	2,173	1,496	505	4,174

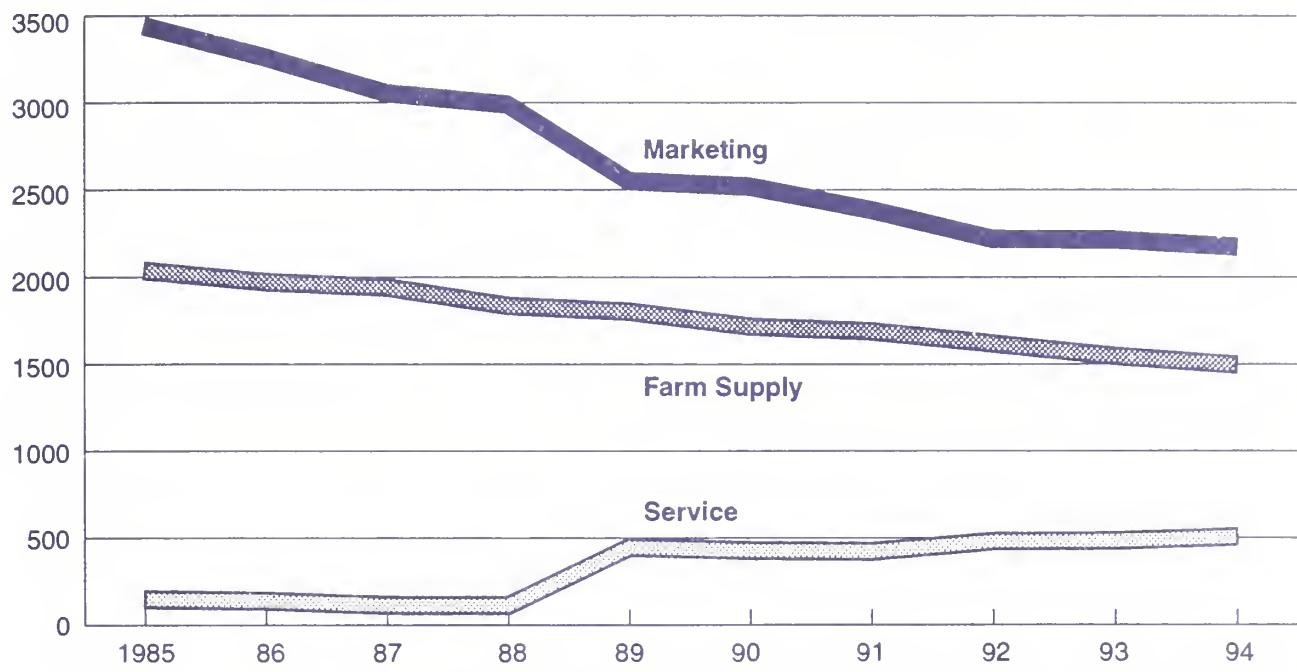
<sup>1</sup> For years before 1985, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Washington, DC, Revised January 1993.

<sup>2</sup> Cotton ginning cooperatives were reclassified from marketing to service.

<sup>3</sup> Livestock shipping associations were reclassified from marketing to service.

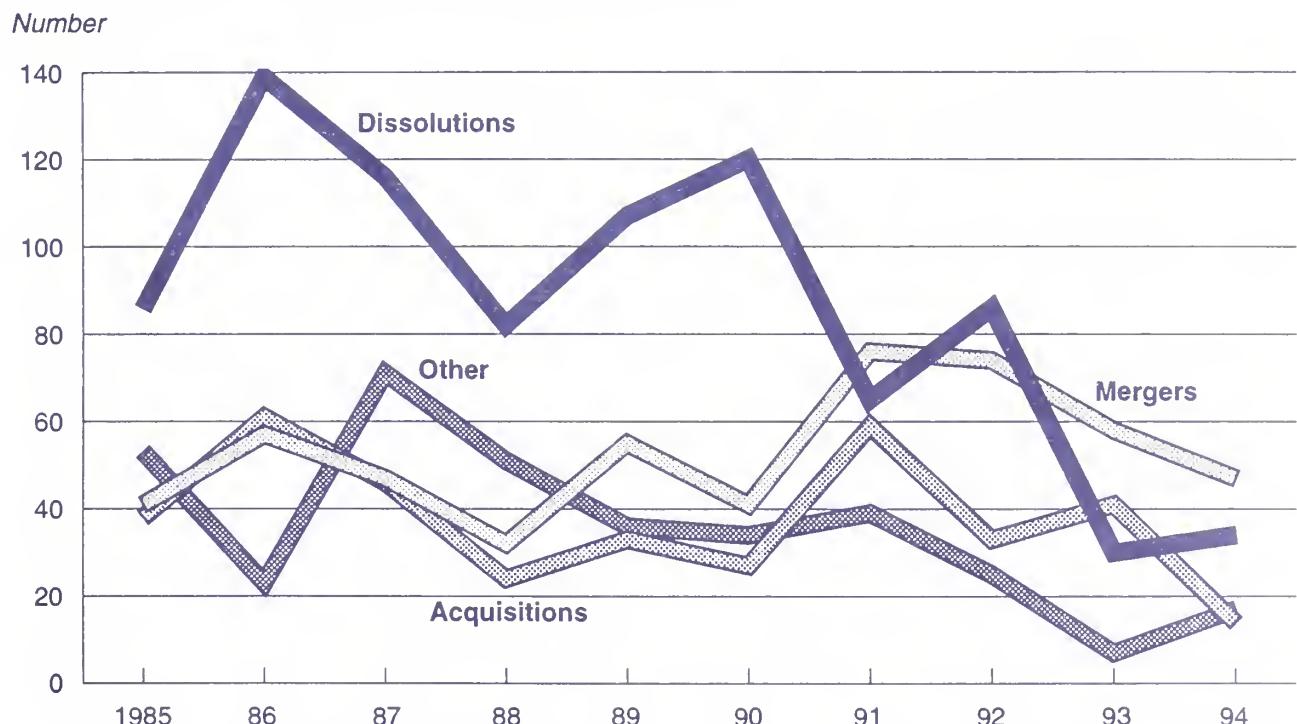
<sup>4</sup> Rice driers were reclassified from marketing to service.

Figure 6—Farmer Cooperatives in the United States, 1985-94



Cotton ginning cooperatives, livestock shipping associations, and rice driers reclassified from marketing to service cooperatives in 1989, 1992, and 1993, respectively.

Figure 7—Cooperatives Removed from CS' List, 1985-94



Based on a list of all U.S. farmer cooperatives maintained by Cooperative Services. Mergers also include consolidations. Other includes cooperatives dropped due to inactivity and unknown and miscellaneous reasons.

from 2,036 to 1,496. The increase shown for the number of service cooperatives, from 148 to 505, was due primarily to reclassifying cotton ginning cooperatives, livestock shipping associations, and rice driers from marketing to service.

From 1985 through 1994, 2,125 cooperatives were removed from CS's list of farmer cooperatives, a loss of about 213 per year. Of those, 40.7 percent were dissolved, 24.8 percent merged, 17.7 percent were acquired by other cooperatives or investor-owned firms, and the remaining 16.8 percent were removed for miscellaneous reasons (figure 7).

The number of cooperatives removed from CS' 1994 list, the lowest since 1976, suggests greater economic stability.

## Memberships

Memberships in farmer cooperatives, nearly 4.8 million in 1985, dropped to fewer than 4 million in 1994 (table 11 and figure 8). The long-term decline, in part, reflects the decreasing number of farmers in the United States. Many farmers are members of more than one cooperative and each membership is counted. Total membership contains duplication that cannot be eliminated with current reporting methods. Consequently, number of memberships exceeds the number of farms.

Though many farmers maintain membership in more than one cooperative, nearly 17.8 percent did not actively patronize their cooperatives in 1994, down from 18.3 percent in 1993.

Yearly membership figures often vary widely for cooperatives participating in price stabilization programs such as cotton, peanuts, or tobacco, reflecting the movement of producers in and out of programs.

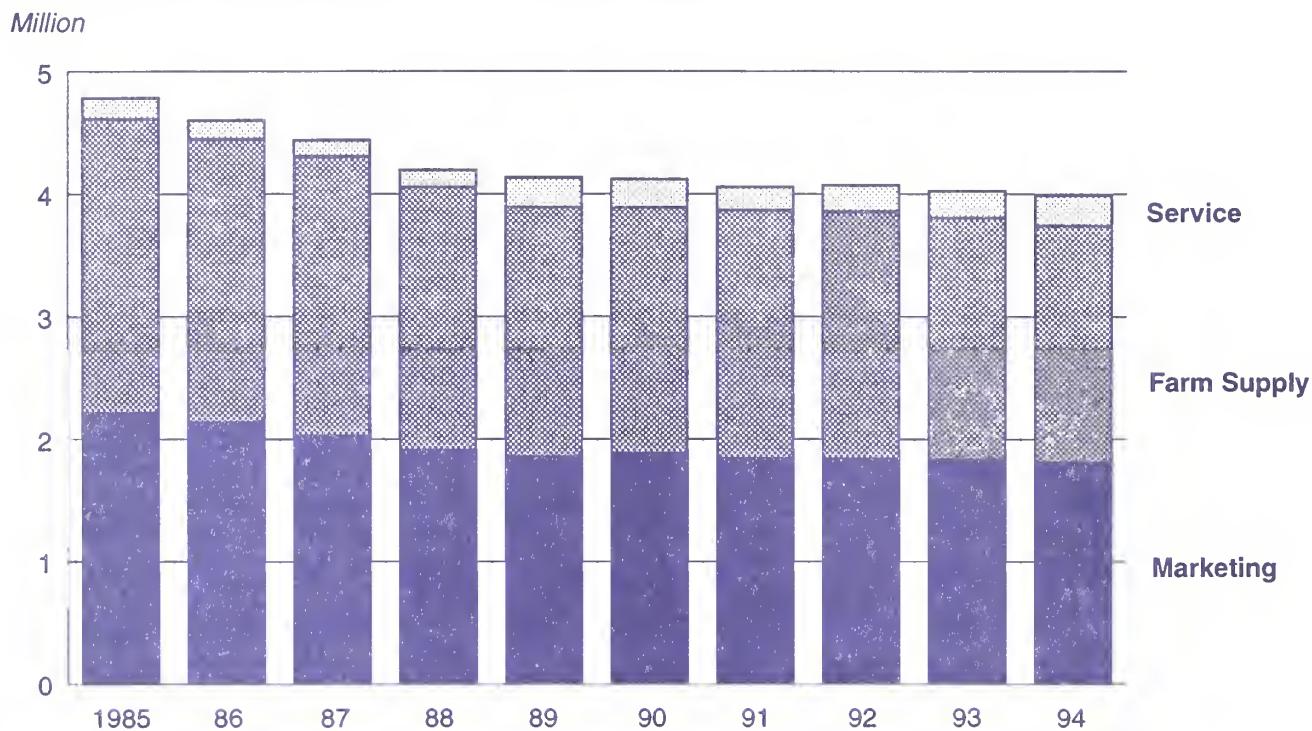
Member classification depends on the type of cooperative they use and may not be related to the members' products marketed or supplies purchased. For example, a member might use a cooperative to market only one of the farm products handled by the cooperative, or a member might use a cooperative classified in the marketing group to purchase one or more production items. A member's business with the cooperative, therefore, might not be in the group that represents the cooperative's major business volume (the criterion for classifying cooperatives in this report). The membership, however, will be included arbitrarily in that classification.

## Employees

Farmer cooperatives had 175,019 full-time employees in 1994, an average of 42 persons per association, up 1.9 percent from 171,737 in 1991 (table 12). Marketing cooperatives, totaling 2,173, employed 117,589 persons, up 6.8 percent from 1991. Dairy cooperatives had the most full-time employees (31,261), up 0.8 percent, while grain cooperatives ranked second with 24,759, down 7.9 percent. Together, these cooperatives accounted for 47.6 percent of the full-time employees of all marketing cooperatives.

The 1,496 farm supply cooperatives employed 50,524 persons on a full-time basis, down nearly 10.2 percent from

**Figure 8—Memberships in Farmer Cooperatives, 1985-94**



the 56,247 reported in 1991. These cooperatives had an average 34 full-time employees in 1994. Full-time employees of the service cooperatives increased from 5,373 in 1991 to 6,906 in 1994, up 28.5 percent, largely due to reclassification of cooperatives.

Farmer cooperatives employed an estimated 53,248 part-time or seasonal workers in 1994. This was the first year

that cooperatives were asked to report number of part-time employees. Marketing cooperatives accounted for 67.4 percent of the part-time employees. Among the marketing cooperatives, fruit and vegetable cooperatives employed the largest number (46.6 percent). Farm supply cooperatives hired 19.9 percent of the total part-time or seasonal employees.

Table 11—Memberships in marketing, farm supply, and service cooperatives, 1985–94

Period <sup>1</sup>	Marketing	Farm supply	Service	Total
1,000				
1985	2,214	2,398	169	4,781
1986	2,140	2,310	150	4,600
1987	2,026	2,282	132	4,440
1988	1,912	2,142	141	4,195
1989 <sup>2</sup>	1,856	2,035	243	4,134
1990	1,882	2,006	232	4,119
1991	1,842	2,025	191	4,059
1992 <sup>3</sup>	1,839	2,020	212	4,072
1993 <sup>4</sup>	1,830	1,977	216	4,023
1994	1,805	1,936	245	3,986

<sup>1</sup> For years before 1983, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Washington, DC, Revised January 1993.

<sup>2</sup> Cotton ginning cooperatives were reclassified from marketing to service.

<sup>3</sup> Livestock shipping associations were reclassified from marketing to service.

<sup>4</sup> Rice driers were reclassified from marketing to service.

Table 12—Number of farmer cooperatives and full-time employees, 1986, 1991, and 1994 <sup>1</sup>

Principal products marketed or major function	Cooperatives			Full-time Employees		
	1986	1991	1994	1986	1991	1994
<i>Number</i>						
Cotton <sup>2</sup>	396	19	17	4,896	2,378	2,105
Dairy	345	264	247	37,441	31,016	31,261
Fruits & vegetables	344	299	288	17,594	26,364	21,201
Grains & oilseeds	1,514	1,287	1,159	25,560	26,897	24,759
Livestock, wool, & poultry	469	327	217	5,290	12,331	26,533
Rice	49	42	21	1,539	1,188	2,796
Sugar	40	48	52	5,493	4,359	3,264
Other products	103	98	172	3,858	5,584	5,670
Marketing	3,260	2,384	2,173	101,671	110,117	117,589
Farm supply	1,971	1,689	1,496	62,041	56,247	50,524
Service	138	421	505	2,848	5,373	6,906
Total	5,369	4,494	4,174	166,560	171,737	175,019

<sup>1</sup> Totals may not add to rounding.

<sup>2</sup> Cotton ginning cooperatives included were reclassified as service cooperatives in 1991.

Table 13—Cooperatives' net business volume, 1985 and 1994<sup>1</sup>

Commodity or function	Net Volume	
	1985	1994
	Million dollars	
<b>Products marketed:</b>		
Beans and peas (dry edible)	144.2	227.4
Cotton	1,660.4	2,457.1
Dairy	15,959.9	21,502.5
Fruits and vegetables	5,068.3	8,433.8
Grains and oilseeds <sup>2</sup>	15,673.8	17,572.8
Livestock	3,414.1	6,784.9
Nuts	919.4	1,004.0
Poultry	956.6	1,500.2
Rice	825.7	912.9
Sugar	1,505.4	1,810.8
Tobacco	302.1	447.3
Wool and mohair	19.9	12.2
Other products	871.1	<sup>3</sup> 2,878.8
Total farm products	47,320.9	65,544.8
<b>Supplies purchased:</b>		
Crop protectants	1,450.8	2,604.3
Feed	3,120.7	4,790.7
Fertilizer	3,341.6	4,455.3
Petroleum	5,800.5	5,304.2
Seed	510.3	607.8
Other supplies	2,416.7	3,016.2
Total farm supplies	16,640.7	20,778.6
<b>Services provided:</b>		
Trucking, cotton ginning, storage, grinding, locker plants, misc.	1,639.9	2,986.1
<b>Total business</b>	<b>65,601.4</b>	<b>89,309.5</b>

<sup>1</sup> Excludes intercooperative business volume. Totals may not add due to rounding.

<sup>2</sup> Excludes cottonseed. Cottonseed sales were included with cotton. Cottonseed meal and oil sales were included with feed and other products, respectively.

<sup>3</sup> Includes value of processed oilseeds.

## Business Volume

Net cooperative business, unadjusted for price changes, increased from \$65.6 billion in 1985 to \$89.3 billion in 1994 (table 13). Adjusted for price changes<sup>4</sup>, net cooperative business totaled \$76.5 billion in 1994 (figure 9). Lower real prices in 1985–87 caused cooperatives' net business volume in real dollars to be higher than the actual dollars. The real increase in net business volume from 1985–94 was 16.8 percent compared with 36.3 percent in actual dollars.

<sup>4</sup> Marketing sales were deflated by the index of producer prices received for "farm products, processed foods and feeds" (1985 = 100). Supply sales and service receipts and other income were deflated by the index of prices paid by farmers for "production items" excluding interest, taxes, and wages (1985 = 100).

Four major commodity groups—dairy, grains and oilseeds (excluding cottonseed), fruits and vegetables, and livestock—decreased from 84.8 percent of all marketing sales in 1985 to 82.8 percent in 1994. Grains and oilseeds significantly decreased—from 33.1 to 26.8 percent. The dairy and fruits and vegetables portions of total cooperative business volume increased from 32.1 percent in 1985 to 33.5 percent in 1994.

Trends in cooperatives' sales of these major commodity groups for 1985–94 are shown in figure 10. Grains and oilseeds sales show the largest variation. In the farm supply group, petroleum, feed, and fertilizer were especially important—74.3 percent of total farm supply sales in 1985 and 70 percent in 1994.

Cooperative sales of petroleum have been climbing upward since 1986 (figure 11). Feed sales reached a low point in 1986. Fertilizer and chemical sales bottomed out in 1987. All have since rebounded. Seed sales, however, have leveled off.

Net marketing of farm products totaled \$47.3 billion in 1985, bottomed out at \$41.5 billion in 1986 and was a record \$65.5 billion in 1994 (table 14). Aggregate farm supply sales were \$16.6 billion in 1985 and \$20.8 billion in 1994, compared with a low of \$14.3 billion in 1987. Beginning in 1990, service receipts were expanded to include other income and revenue.

Gross business volume was \$85.1 billion in 1985, but dropped to \$73 billion in 1986. Farm product marketings ranged from 65.2 percent to 68.4 percent of cooperatives' total gross business volume during 1985–94. Net business volume of farm products sold ranged from 71.1 percent to 74.9 percent of cooperatives' total net business volume.

The higher percentage of net business volume from farm products marketed, compared with the percentage of gross business volume from farm products marketed, results from greater intercooperative business in purchasing farm supplies than in marketing farm products.

## Net Income

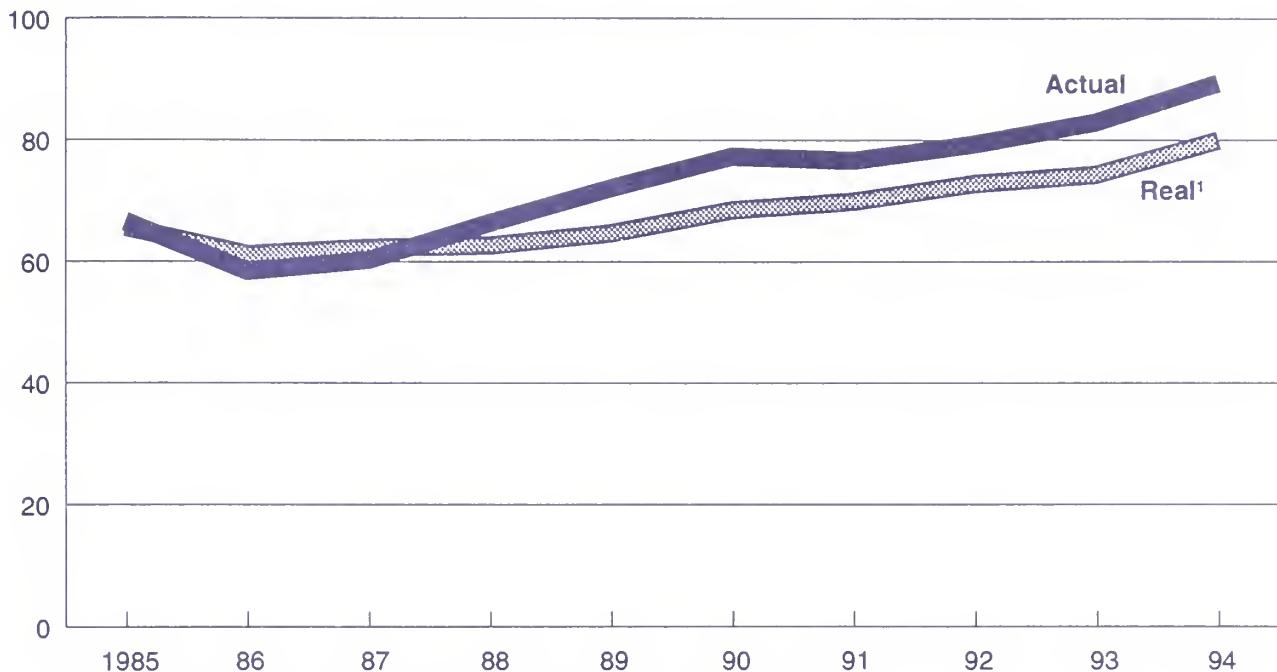
Net income of farmer cooperatives totaled a record \$1.96 billion in 1994, up from \$1.4 billion in 1993. During 1985–94, net income declined to \$688 million in 1986, then rose to a record \$1.85 billion in 1989 (table 15 and figure 12). The decline in the mid-1980s reflected the difficult economic times in agriculture. In 1994, refunds from other cooperatives accounted for 17 percent of total net income. This indicates the importance of cooperatives working together.

## Balance Sheet

During 1985–94, farmer cooperatives made some adjustments to their overall balance sheet. Increasingly, more of the assets were being financed through member and patron equity. In 1985, assets of all farmer cooperatives totaled \$27.8 billion (table 16), but dropped to \$26.5 billion in 1986. Beginning in 1987, cooperatives' assets increased steadily to \$36 billion in 1994 (figure 13).

Figure 9—Cooperatives' Net Business Volume, 1985-94

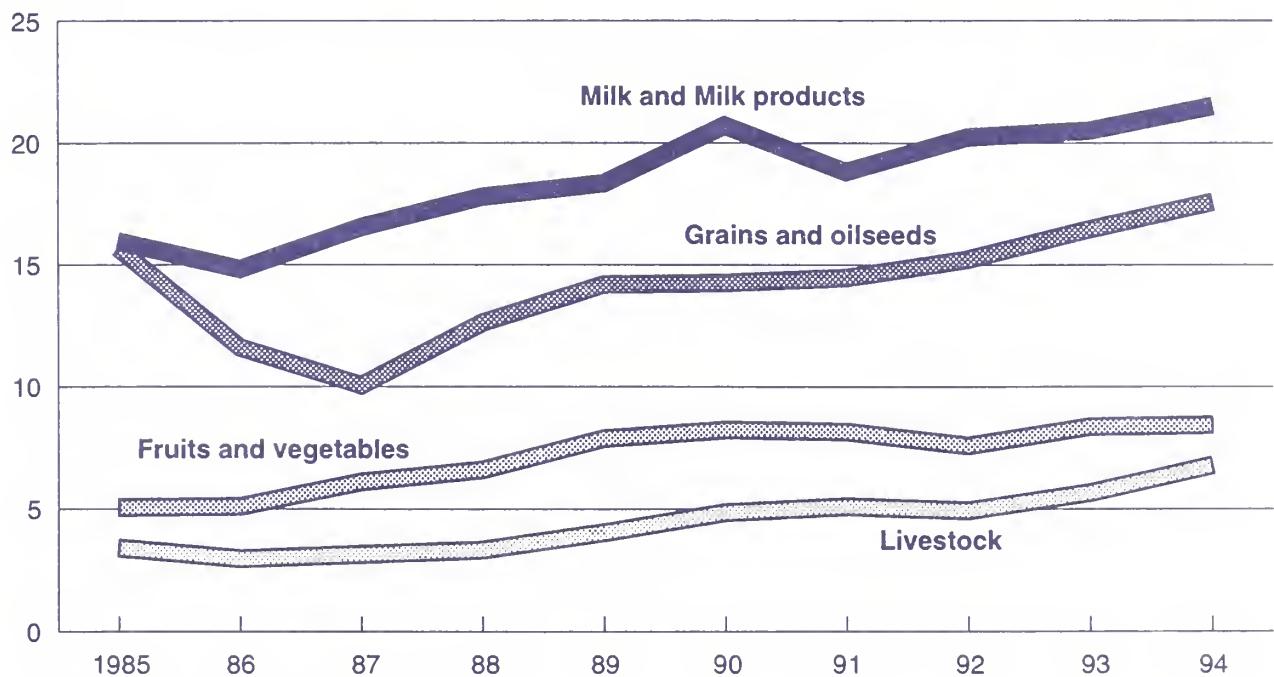
Billion dollars



<sup>1</sup>Actual sales were adjusted by price changes based on 1985=100.

Figure 10—Cooperatives' Sales of Selected Commodities, 1985-94

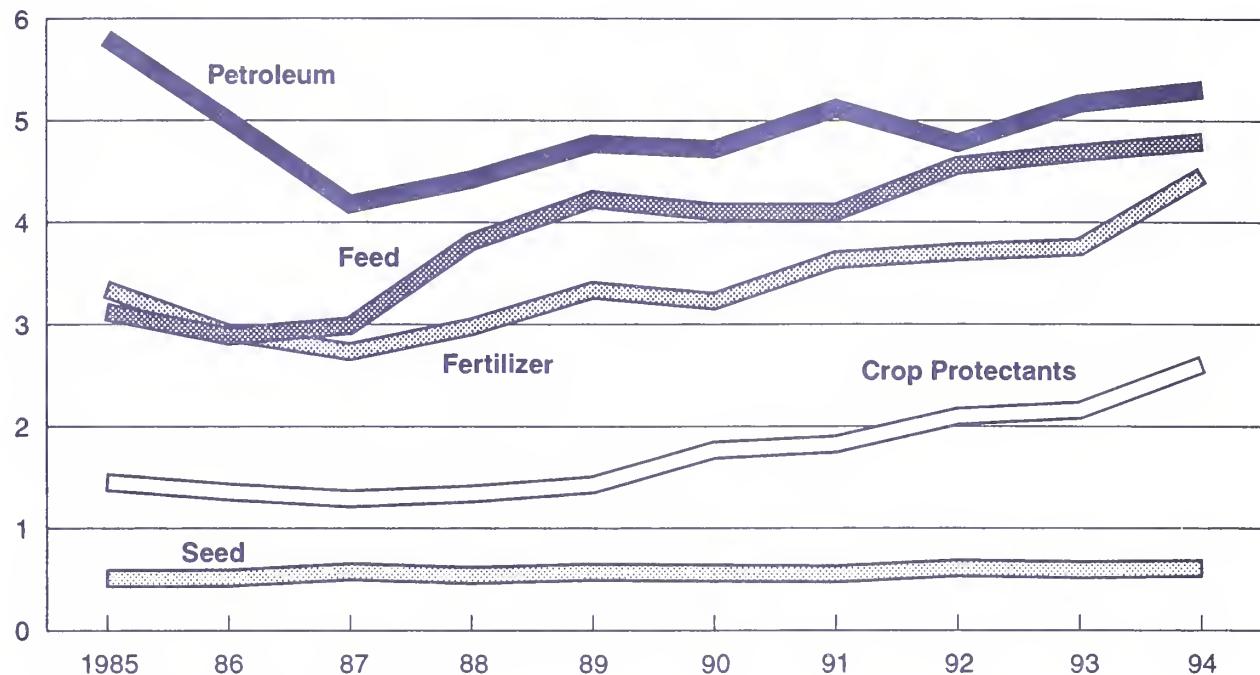
Billion dollars



Excludes intercooperative business.

Figure 11—Cooperatives' Sales of Farm Supplies, 1985-94

Billion dollars



Excludes intercooperative business

Figure 12—Cooperatives' Net Income, 1985-94

Billion dollars

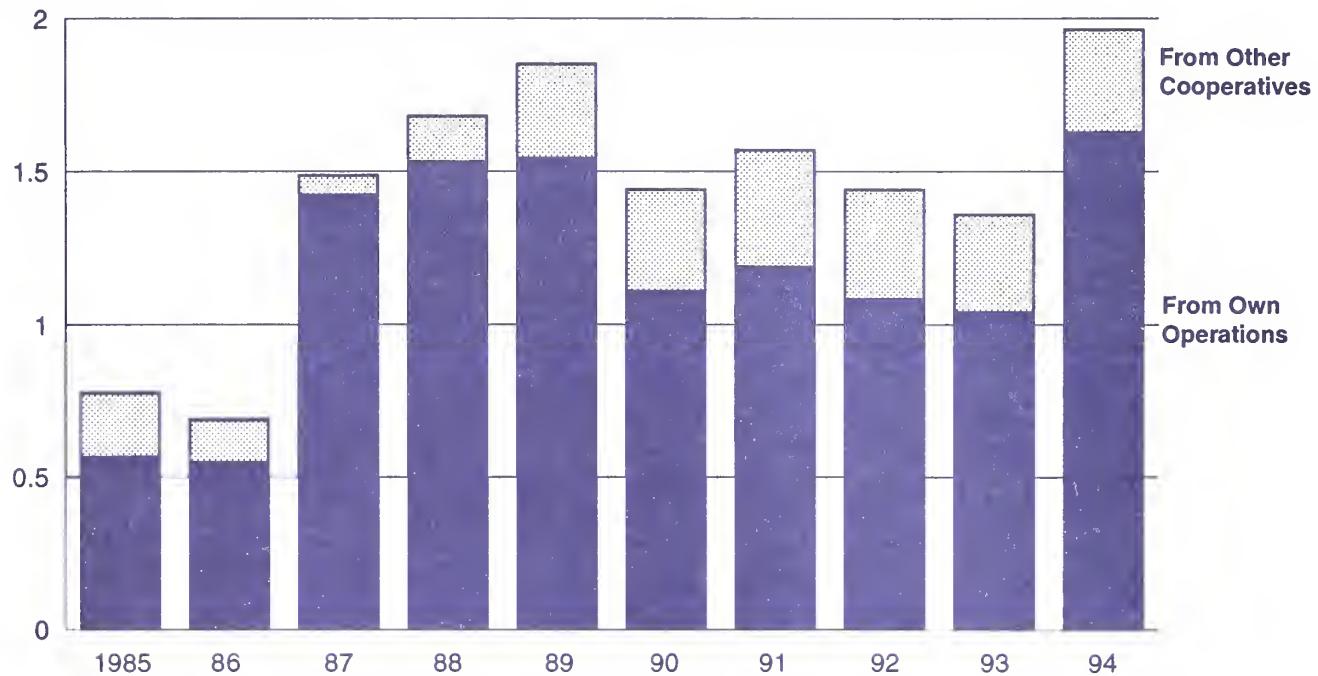


Table 14—Cooperatives' gross and net business volume, 1985–94<sup>1</sup>

Period <sup>2</sup>	Gross volume				Net volume			
	Farm products	Farm supplies	Services <sup>3</sup>	Total	Farm products	Farm supplies	Services <sup>3</sup>	Total
<i>Billion dollars</i>								
1985	57.0	26.4	1.6	85.1	47.3	16.6	1.6	65.6
1986	47.6	23.6	1.8	73.0	41.5	15.1	1.8	58.4
1987	50.3	22.5	1.9	74.7	44.2	14.3	1.9	60.3
1988	56.2	24.0	1.9	82.1	49.1	15.4	1.9	66.4
1989	60.3	25.8	2.0	88.1	53.2	16.9	2.0	72.1
1990	64.1	26.3	2.3	92.7	57.8	17.1	2.3	77.3
1991	61.4	26.8	2.5	90.8	56.2	17.9	2.5	76.6
1992	63.8	27.0	2.6	93.4	58.2	18.5	2.6	79.3
1993	66.8	28.2	2.7	97.7	60.9	19.2	2.7	82.9
1994	72.1	30.4	3.0	105.5	65.5	20.8	3.0	89.3
<i>Percent</i>								
1985	67.0	31.1	1.9	100	72.1	25.4	2.5	100
1986	65.2	32.4	2.4	100	71.1	25.9	3.0	100
1987	67.3	30.2	2.5	100	73.2	23.7	3.1	100
1988	68.4	29.2	2.4	100	73.9	23.2	2.9	100
1989	68.4	29.3	2.3	100	73.8	23.4	2.8	100
1990	69.1	28.4	2.5	100	74.9	22.1	3.0	100
1991	67.7	29.5	2.8	100	73.3	23.4	3.3	100
1992	68.3	28.9	2.8	100	73.4	23.4	3.2	100
1993	68.4	28.8	2.8	100	73.5	23.2	3.3	100
1994	68.4	28.8	2.8	100	73.4	23.3	3.3	100

<sup>1</sup> Gross includes and net excludes intercooperative business.<sup>2</sup> For years prior to 1985, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Washington, DC, Revised January 1993. Data for prior years are not entirely comparable due to revisions in statistical procedures.<sup>3</sup> Services related to marketing or supply purchasing, but not included in the volumes reported for these activities. Beginning with 1990, other income and revenue were included with service receipts.Table 15—Cooperatives' net income, 1985–94<sup>1</sup>

Year	From other cooperatives <sup>2</sup>	From own operations	Total
<i>Million dollars</i>			
1985	210	566	775
1986	140	548	688
1987	63	1,423	1,486
1988	148	1,532	1,680
1989	308	1,543	1,851
1990	330	1,110	1,440
1991	381	1,189	1,570
1992	356	1,084	1,440
1993	318	1,041	1,358
1994	335	1,628	1,963

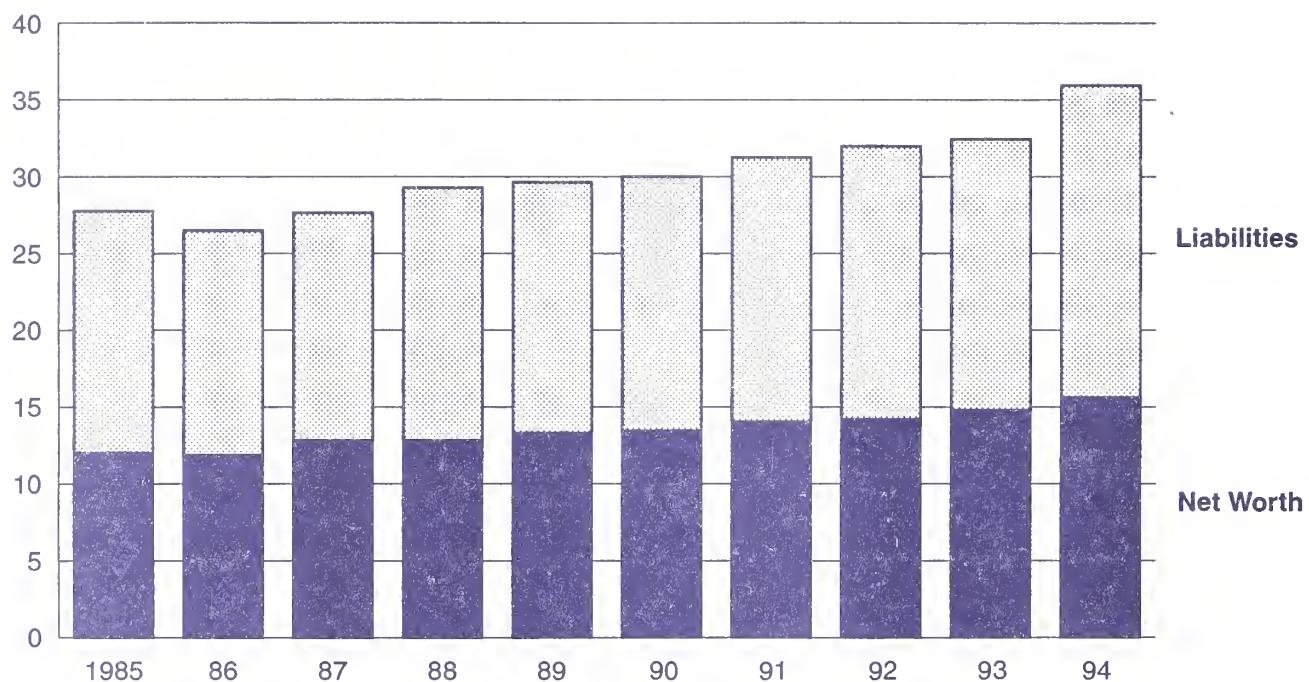
<sup>1</sup> Totals may not add due to rounding. Excludes income from cooperative pooling operations. Net income before taxes and includes losses.<sup>2</sup> Dividends and patronage refunds received from other marketing, farm supply, and related-service cooperatives.

Table 16— Combined selected balance sheet data of farmer cooperatives, 1985–94

Year	Assets from own operations	Investments in other co-ops	Total assets	Total liabilities	Net worth
<i>Million dollars</i>					
1985	24,509	3,270	27,779	15,726	12,053
1986	23,639	2,857	26,496	14,601	11,895
1987	24,823	2,820	27,643	14,819	12,824
1988	26,524	2,762	29,286	16,461	12,825
1989	27,078	2,571	29,649	16,337	13,313
1990	27,155	2,869	30,024	16,575	13,449
1991	28,766	2,501	31,268	17,227	14,040
1992	29,572	2,422	31,994	17,780	14,213
1993	30,844	2,602	33,446	18,634	14,812
1994	33,304	2,656	35,960	20,339	15,621

Figure 13— Cooperatives' Net Worth and Liabilities, 1985-94

Billion dollars



Cooperatives' net worth financed 43.4 percent of their total assets in both 1985 and 1994, peaking in 1987 at 46.4 percent. In 1991, 44.9 percent of cooperatives' assets were financed by net worth. This dropped slightly to 44.4 percent in 1992 and 44.3 percent in 1993. A continued decline in the percent of assets financed by net worth should be of some concern to cooperative leaders.

Investments in other cooperatives as a percentage of total assets appear to be declining. In the mid-1980s, more than 10 percent of cooperatives' total assets were investments in other cooperatives. Investments averaged 9.2 percent during 1985-93 and only 7.4 percent in 1994. However, the total amount of investments in other cooperatives were up both in 1993 and 1994 after a low of \$2.4 billion in 1992.

## IV—Other Service Cooperatives

Other types of service cooperatives besides those directly related to marketing and purchasing were operating in 1994.

### Farm Credit System

The Farm Credit System (FCS) is a nationwide system of lending institutions and affiliated service organizations. FCS provides credit and related services to farmers, ranchers, producers and harvesters of aquatic products, rural homeowners, certain farm-related businesses, agricultural and aquatic cooperatives and rural utilities, and to certain foreign or domestic entities in connection with international transactions.

**Table 17—Farm Credit System combined assets, net worth, and net income, 1986-94<sup>1</sup>**

Year	Assets	Net worth	Net income
Million dollars			
1986	70,101	5,641	(1,913)
1987	62,239	5,030	(18)
1988	61,616	5,301	704
1989	63,954	5,440	695
1990	63,515	5,840	608
1991	62,504	6,399	811
1992	63,197	7,214	986
1993	64,798	8,312	1,217
1994	66,376	8,980	1,005

<sup>1</sup> As of December 31 of each year. Data for 1986, 1987, and 1988 were taken from *Farm Credit Administration Annual Report*, 1989, Farm Credit Administration, McLean, VA. Data for 1989-94 were taken from annual reports such as *Farm Credit System, Annual Information Statement—1994*, Federal Farm Credit Banks Funding Corporation, Jersey City, NJ, Feb. 24, 1995.

On Dec. 31, 1994, the combined assets of FCS totaled \$66.4 billion—up 2.4 percent from \$64.8 billion in 1993 (table 17). Net worth totaled \$9 billion, up from \$8.3 billion. Net income was \$1,005 million, down 17.4 percent from 1993.

As of July 1, 1995, FCS included 6 Farm Credit Banks (FCBs), 1 Agricultural Credit Bank (ACB), 1 Bank for Cooperatives (BC) and 231 associations—70 Federal Land Bank Associations (FLBAs), 69 Production Credit Associations (PCAs), 60 Agricultural Credit Associations (ACAs), and 32 Federal Land Credit Associations (FLCAs). In addition, eight service corporations provided various kinds of support to FCS institutions.

The numbers of farm credit institutions are shown by bank affiliation in table 18. The number of farm credit institutions decreased by 10 between July 1, 1994, and July 1, 1995—FLBAs, FCBs, and BCs each by 2 and ACAs by 6. A new ACB was established and an additional FLCA was added.

The FLBAs originate and service long-term loans made by FCBs. The proceeds of long-term loans are used by agricultural producers to purchase agricultural real estate and rural homes and to refinance agricultural real estate and rural home mortgages. As of July 1, 1995, there were 70 FLBAs (table 18).

The FLCAs are former FLBAs that have been granted direct lending authority by their respective FCB. Of the 32 FLCAs operating in 1994-95, 19 were affiliated with AgriBank, FCB and 12 with the Western FCB. FLCAs were authorized by the Agricultural Credit Act of 1987.

PCAs provide farmers and ranchers short- and intermediate-term loans for various purposes, such as operating expenses, farm equipment, livestock, farm buildings, and other capital improvements. The FCS had 69 PCAs as of July 1, 1995, 20 of them affiliated with AgriBank, FCB.

ACAs resulted from the merger of FLBAs with PCAs. ACAs offer both long- and short-term loans. Sixty ACAs were operating as of July 1, 1995, 39 of them affiliated with AgFirst, FCB and 11 with AgriBank, FCB.

The FCBs provide loan funds and support services to FLBAs, ACAs, FLCAs, and PCAs within their districts. Six FCBs existed as of July 1, 1995.

In 1995, the Springfield (MA) FCB and the Springfield BC merged into the National Bank for Cooperatives (CoBank) at Denver. The resulting CoBank, ACB provides short-, intermediate-, and long-term credit to agricultural cooperatives and rural utilities nationwide. It is also the source of funding and related services for the five ACAs in the former Springfield Farm Credit District and provides international credit services to finance exports of American agricultural products.

The St. Paul (MN) BC, the only remaining bank for cooperatives, provides short-, intermediate-, and long-term credit to agricultural cooperatives and rural utilities nationwide.

## Rural Telephone Cooperatives

On Dec. 31, 1994, 238 rural telephone cooperatives borrowed from the Rural Electrification Administration (REA), with revenues of \$1,103 million and 1,368,000 subscriber members. Iowa had the most cooperatives (32 or 13.5 percent). South Carolina accounted for more subscriber memberships (10.5 percent) than any other State (table 19). Texas led all States in revenue (12.1 percent).

## Rural Electric Cooperatives

The Nation's 877 rural electric cooperatives reported 11.6 million consumer members and revenue of \$24.5 billion. Texas had the most associations (8 percent of the total) while Georgia had the most consumer members (9.8 percent) and revenue (10.0 percent).

## Rural Credit Unions

The 728 rural credit unions reported nearly 4 million members and savings of \$14.2 billion on Dec. 31, 1994. Wisconsin led all States in number of associations (9.9 percent) while California had the most members (22.8 percent) and savings (27.2 percent).

## Dairy Herd Improvement Associations

Dairy Herd Improvement Associations (DHIs) had 47,961 memberships on Dec. 31, 1994. The DHIs tested nearly 4.7 million cows. About 858,000 (18.4 percent) of the cows tested were in California, Wisconsin (13,121), Pennsylvania (5,668), Minnesota (5,650), and New York (4,041) combined accounted for 59.4 percent of total members.

Table 18—Number of active farm credit institutions, July 1, 1995<sup>1</sup>

Bank affiliation	PCAs	FLBAs	ACAs	FLCAs	ACB	FCBs	BCs	Total
<i>Number</i>								
CoBank, ACB <sup>2</sup>	—	—	5	—	1	—	—	6
AgFirst FCB	1	—	39	—	—	1	—	41
AgriBank, FCB	20	—	11	19	—	1	—	51
FCB of Wichita	18	22	—	—	—	1	—	41
FCB of Texas	18	48	—	—	—	1	—	67
Western FCB	11	—	4	12	—	1	—	28
AgAmerica, FCB	1	—	1	1	—	1	—	4
St. Paul BC <sup>3</sup>	—	—	—	—	—	—	1	1
Total	69	70	60	32	1	6	1	239

<sup>1</sup> Does not include service corporations nor the Richmond PCA-in-receivership.

<sup>2</sup> Has authority to serve cooperatives nationwide and ACAs in the former Springfield district.

<sup>3</sup> The St. Paul Bank for Cooperatives may lend to eligible borrowers located within any territory served by Farm Credit System institutions under the Farm Credit Act of 1971.

Note: PCAs = Production Credit Associations; FLBAs = Federal Land Bank Associations; ACAs = Agricultural Credit Associations; FLCAs = Federal Land Credit Associations; ACBs = Agricultural Credit Bank; FCBs = Farm Credit Bank; BCs = Bank for Cooperatives; and — = no bank affiliation

Source: *FCA Quarterly Report, Quarter Ending March 31, 1995: Risk Analysis of Farm Credit System Operations*, Farm Credit Administration, McLean, VA, p. 32.

Table 19—Number, participation, and level of activity of selected service cooperatives by State, Dec. 31, 1994<sup>1</sup>

Rural telephone cooperatives <sup>2</sup>							
State	Cooperatives	Members (subscribers)		Revenue	State	Cooperatives	Members (subscribers)
		Number	1,000	Mil. dol.			
Alabama	3	24		16	New Hampshire	—	—
Alaska	7	50		58	New Jersey	—	—
Arizona	1	4		6	New Mexico	5	17
Arkansas	2	8		8	New York	—	—
California	—	—		—	North Carolina	9	125
Colorado	5	8		8	North Dakota	10	53
Delaware	—	—		—	Ohio	7	8
Florida	—	—		—	Oklahoma	2	58
Georgia	4	29		18	Oregon	9	42
Idaho	2	9		5	Pennsylvania	—	—
Illinois	7	23		19	South Carolina	6	143
Indiana	8	31		23	South Dakota	13	48
Iowa	32	59		44	Tennessee	7	119
Kansas	10	52		59	Texas	20	111
Kentucky	8	91		58	Utah	3	13
Louisiana	—	—		—	Vermont	—	—
Maine	—	—		—	Virginia	5	18
Maryland	—	—		—	Washington	—	—
Michigan	—	—		—	West Virginia	2	3
Minnesota	19	72		51	Wisconsin	11	41
Mississippi	—	—		—	Wyoming	1	1
Missouri	8	47		37			2
Montana	7	52		58			
Nebraska	5	9		7	United States	238	1,368
Nevada	—	—		—			1,103

Continued

Table 19—Number, participation, and level of activity of selected service cooperatives by State, Dec. 31, 1994<sup>1</sup>  
 (continued)

Rural electric cooperatives <sup>2</sup>							
State	Cooperatives	Members (subscribers)	Revenue	State	Cooperatives	Members (subscribers)	Revenue
	Number	1,000	Mil. dol.		Number	1,000	Mil. dol.
Alabama	22	399	676	New Hampshire	1	67	95
Alaska	12	100	233	New Jersey	1	10	14
Arizona	6	106	338	New Mexico	17	157	356
Arkansas	20	360	917	New York	4	15	12
California	3	14	19	North Carolina	29	670	1,539
Colorado	23	353	915	North Dakota	26	109	855
Delaware	1	50	56	Ohio	25	272	535
Florida	15	555	1,148	Oklahoma	26	346	573
Georgia	42	1,135	2,476	Oregon	14	114	167
Idaho	8	51	68	Pennsylvania	13	183	341
Illinois	26	190	511	South Carolina	22	485	1,056
Indiana	40	346	684	South Dakota	33	114	203
Iowa	47	182	423	Tennessee	20	686	881
Kansas	35	148	387	Texas	66	768	1,438
Kentucky	28	581	1,500	Utah	5	24	192
Louisiana	12	278	773	Vermont	3	23	34
Maine	4	15	13	Virginia	13	341	500
Maryland	2	139	232	Washington	8	39	63
Michigan	14	203	239	West Virginia	1	5	4
Minnesota	50	552	930	Wisconsin	28	196	362
				Wyoming	13	74	149
Mississippi	22	508	951				
Missouri	46	503	1,321	United States	877	11,601	24,481
Montana	25	107	151				
Nebraska	3	8	101				
Nevada	3	20	50				

Continued

Table 19—Number, participation, and level of activity of selected service cooperatives by State, Dec. 31, 1994<sup>1</sup>  
 (continued)

Rural credit unions <sup>3</sup>							
State	Cooperatives	Members	Savings	State	Cooperatives	Members	Savings
	Number	1,000	Mil. dol.		Number	1,000	Mil. dol.
Alabama	11	20	62	Montana	13	55	177
Alaska	1	21	70	Nebraska	16	12	30
Arizona	4	13	30	Nevada	7	38	180
Arkansas	3	6	14	New Hampshire	2	1	1
California	63	909	3,875	New Jersey	6	11	20
Colorado	14	19	56	New Mexico	3	34	125
Connecticut	1	1	1	New York	30	154	584
Delaware	1	2	8	North Carolina	16	34	67
Florida	17	86	308	North Dakota	33	94	410
Georgia	12	29	67	Ohio	14	41	60
Hawaii	18	98	559	Oklahoma	5	8	32
Idaho	9	12	28	Oregon	11	66	226
Illinois	14	60	174	Pennsylvania	22	31	63
Indiana	18	59	392	Rhode Island	3	46	376
Iowa	7	6	15	South Carolina	4	9	33
Kansas	21	72	198	South Dakota	9	11	23
Kentucky	7	29	66	Tennessee	9	13	33
Louisiana	9	14	34	Texas	35	105	317
Maine	10	23	76	Utah	10	14	35
Maryland	6	49	197	Vermont	4	13	26
Massachusetts	7	10	20	Virginia	7	44	137
Michigan	27	387	904	Washington	16	147	567
Minnesota	39	188	596	West Virginia	3	4	9
Mississippi	4	8	17	Wisconsin	72	546	1,618
Missouri	8	18	42	Wyoming	2	2	3
				United States	683	3,674	12,960

Continued

Table 19—Number, participation, and level of activity of selected service cooperatives by State, Dec. 31, 1994<sup>1</sup>  
 (continued)

Dairy herd improvement <sup>4</sup>					
State	Members (herds)	Cows tested	State	Members (herds)	Cows tested
	<i>Number</i>	<i>1,000</i>		<i>Number</i>	<i>1,000</i>
Alabama	118	18	Montana	81	8
Alaska	2	—	Nebraska	409	35
Arizona	67	57	Nevada	29	10
Arkansas	160	14	New Hampshire	149	12
California	1,388	858	New Jersey	120	11
Colorado	123	33	New Mexico	66	74
Connecticut	165	18	New York	4,041	357
Delaware	39	5	North Carolina	389	58
Florida	159	79	North Dakota	152	12
Georgia	312	66	Ohio	1,900	125
Hawaii	7	3	Oklahoma	228	23
Idaho	316	60	Oregon	347	57
Illinois	1,050	73	Pennsylvania	5,668	340
Indiana	769	57	Rhode Island	15	—
Iowa	2,062	123	South Carolina	126	21
Kansas	529	41	South Dakota	519	37
Kentucky	444	35	Tennessee	425	48
Louisiana	225	28	Texas	641	169
Maine	242	18	Utah	331	48
Maryland	600	47	Vermont	722	59
Massachusetts	176	13	Virginia	655	79
Michigan	1,665	155	Washington	481	111
Minnesota	5,650	324	West Virginia	121	11
Mississippi	161	21	Wisconsin	13,121	754
Missouri	779	63	Wyoming	17	2
			United States	47,961	4,671

— = None reported in the State.

<sup>1</sup> Totals may not add due to rounding.

<sup>2</sup> Source: Rural Electrification Administration, USDA.

<sup>3</sup> Source: Credit Union National Association, Inc. (Includes federally chartered and State-chartered credit unions.)

<sup>4</sup> Source: Agricultural Research Service, USDA. Includes herds and cows enrolled in "All plans."

## Appendix Tables

Appendix Table 1— Number <sup>1</sup> of cooperatives and memberships <sup>2</sup> by major business activity and State, 1993 <sup>3</sup>

State	Co-op hqts. in State	Memberships	State	Co-op hqts in State	Memberships			
<b>BEANS AND PEAS, DRY EDIBLE</b>								
California	5	838	Maine	4	509			
Other States	5	<u>1,639</u>	Massachusetts	3	440			
United States	10	2,477	Michigan	18	4,544			
<b>COTTON <sup>4</sup></b>								
Arkansas	3	692	New Jersey	9	914			
California	3	2,493	New York	11	1,050			
Mississippi	3	5,331	North Carolina	4	226			
Texas	4	21,699	Ohio	5	1,456			
Other States	3	<u>7,553</u>	Oregon	11	1,231			
United States	16	37,768	Pennsylvania	8	1,803			
<b>DAIRY</b>								
California	10	1,864	Texas	5	531			
Hawaii	3	14	Vermont	3	26			
Illinois	6	3,560	Virginia	4	141			
Iowa	10	10,910	Washington	24	5,747			
Michigan	3	4,666	Other States	24	<sup>6</sup> 4,593			
Minnesota	47	21,411	United States	282	50,901			
New York	63	7,018	<b>GRAINS AND OILSEEDS EXCLUDING COTTONSEED <sup>7</sup></b>					
North Carolina	4	642	Arkansas	3	919			
North Dakota	5	1,361	Colorado	18	10,355			
Ohio	8	4,072	Idaho	9	6,154			
Oregon	4	705	Illinois	130	98,505			
Pennsylvania	21	7,561	Indiana	28	60,197			
Vermont	3	2,049	Iowa	166	103,427			
Virginia	4	1,241	Kansas	138	126,309			
Wisconsin	40	25,942	Louisiana	3	260			
Other States	27	<u>29,380</u>	Michigan	12	7,676			
United States	258	122,396	Minnesota	128	99,251			
<b>FRUITS AND VEGETABLES <sup>5</sup></b>								
Arizona	4	733	Mississippi	7	2,776			
Arkansas	5	800	Missouri	17	17,099			
California	78	22,009	Montana	18	12,411			
Colorado	11	1,006	Nebraska	88	75,073			
Florida	35	2,282	North Dakota	148	71,322			
Georgia	4	191	Ohio	53	42,435			
Hawaii	9	279	Oklahoma	55	38,614			
Kentucky	3	390	Oregon	5	3,614			
			South Dakota	90	66,835			
			Texas	43	20,597			
			Washington	26	9,004			
			Other States	8	<u>3,957</u>			
			United States	1,193	876,790			

Continued

Appendix Table 1— Number <sup>1</sup> of co-ops and memberships <sup>2</sup> by major business activity and State, 1993 <sup>3</sup> (continued)

State	Co-op hqts. in State	Memberships	State	Co-op hqts in State	Memberships
<b>LIVESTOCK <sup>5</sup></b>					
Alabama	8	6,975	Kentucky	5	73,288
Colorado	4	3,590	North Carolina	7	72,546
Idaho	4	12,233	Tennessee	7	47,050
Indiana	3	5,050	Virginia	3	24,489
Kentucky	4	2,775	Other States	3	43,749
Michigan	3	29,493	United States	25	261,122
Minnesota	3	59,005			
Mississippi	6	8,703			
Missouri	5	11,392			
New York	4	35,017			
North Dakota	9	10,494			
Ohio	4	8,305			
Pennsylvania	3	120			
Virginia	9	2,205			
West Virginia	4	723			
Wisconsin	8	36,682			
Other States	25	107,877			
United States	106	340,639			
			United States	107	27,705
<b>NUT <sup>8</sup></b>					
California	6	6,546			
Hawaii	3	310			
Other States	11	43,615			
United States	20	50,471			
<b>POULTRY</b>					
California	3	75			
Utah	3	112			
Other States	7	24,515			
United States	13	24,702			
<b>RICE <sup>5</sup></b>					
California	6	2,368			
Louisiana	3	219			
Texas	8	1,472			
Other States	4	12,806			
United States	21	16,865			
<b>SUGAR <sup>9</sup></b>					
Idaho	7	913			
Louisiana	11	825			
Michigan	8	2,835			
Minnesota	4	1,866			
Montana	3	529			
Wyoming	4	386			
Other States	18	5,821			
United States	55	13,175			
<b>TOBACCO <sup>8</sup></b>					
Kentucky				5	73,288
North Carolina				7	72,546
Tennessee				7	47,050
Virginia				3	24,489
Other States				3	43,749
United States				25	261,122
<b>WOOL AND MOHAIR</b>					
Idaho				9	460
Montana				20	1,372
North Dakota				6	209
Pennsylvania				18	2,258
Utah				5	553
Virginia				12	2,362
West Virginia				8	1,816
Wyoming				5	398
Other States				24	18,277
United States				107	27,705
<b>MISCELLANEOUS <sup>10</sup></b>					
Alaska				16	710
California				13	1,157
Florida				7	113
Maine				15	90
Massachusetts				4	24
Michigan				4	64
Minnesota				4	86
Mississippi				4	178
North Dakota				4	28
Washington				5	346
Other States				32	1,694
United States				108	4,490
<b>TOTAL MARKETING</b>					
Alabama				13	14,119
Alaska				16	710
Arizona				5	1,751
Arkansas				17	14,445
California				130	42,843
Colorado				38	16,774
Florida				46	7,779
Georgia				9	38,325
Hawaii				21	876
Idaho				33	22,499
Illinois				144	126,157
Indiana				32	72,326
Iowa				181	147,331

Continued

Appendix Table 1— Number <sup>1</sup> of co-ops and memberships <sup>2</sup> by major business activity and State, 1993 <sup>3</sup> (continued)

State	Co-op hqts. in State	Memberships	State	Co-op hqts in State	Memberships
<b>TOTAL MARKETING (Continued)</b>			<b>FARM SUPPLY (Continued)</b>		
Kansas	138	133,799	Maryland	14	50,881
Kentucky	16	79,913	Massachusetts	5	5,646
Louisiana	22	2,919	Michigan	34	18,095
Maine	20	1,054	Minnesota	181	178,203
Massachusetts	10	1,447	Mississippi	42	53,628
Michigan	48	50,233	Missouri	44	149,944
Minnesota	191	183,104	Montana	43	25,432
Mississippi	23	18,832	Nebraska	57	44,546
Missouri	25	35,619	New York	21	25,247
Montana	46	15,473	North Carolina	3	42,625
Nebraska	97	97,396	North Dakota	115	60,765
New Jersey	14	3,403	Ohio	27	33,459
New York	82	43,782	Oklahoma	29	21,879
North Carolina	23	91,480	Oregon	17	27,691
North Dakota	179	85,310	Pennsylvania	8	24,478
Ohio	75	63,593	South Dakota	76	62,911
Oklahoma	60	53,233	Tennessee	71	77,724
Oregon	26	8,834	Texas	51	28,916
Pennsylvania	52	11,821	Utah	9	5,519
South Carolina	6	19,757	Virginia	39	128,802
South Dakota	93	76,728	Washington	33	15,675
Tennessee	9	48,682	West Virginia	14	60,070
Texas	68	54,559	Wisconsin	142	148,206
Utah	16	7,402	Wyoming	7	4,025
Vermont	9	2,390	Other States	11	101,692
Virginia	34	36,319	Foreign	—	430
Washington	59	16,716	United States	1,547	1,977,336
West Virginia	13	4,740			
Wisconsin	54	64,318	<b>SERVICE <sup>11</sup></b>		
Wyoming	9	883	Alabama	5	195
Other States	12	4,632	Arizona	4	824
Foreign	—	5,195	Arkansas	6	1,094
United States	2,214	1,829,501	California	49	5,352
<b>FARM SUPPLY</b>			Hawaii	7	177
Alabama	50	50,233	Illinois	6	1,044
Arkansas	43	47,011	Iowa	4	1,690
California	21	17,290	Kentucky	5	4,131
Colorado	21	16,384	Louisiana	13	2,188
Florida	6	7,199	Michigan	6	7,224
Georgia	5	1,372	Minnesota	32	31,508
Hawaii	6	1,537	Mississippi	31	2,134
Idaho	15	14,072	Nebraska	3	972
Illinois	74	108,518	New Mexico	4	1,628
Indiana	32	48,098	New York	5	12,361
Iowa	94	106,337	North Carolina	4	155
Kansas	32	25,887	North Dakota	8	496
Kentucky	30	126,274	Ohio	7	7,589
Louisiana	25	10,635	Oklahoma	27	8,109

Continued

Appendix Table 1— Number <sup>1</sup> of co-ops and memberships<sup>2</sup> by major business activity and State, 1993 <sup>3</sup>(continued)

State	Co-op hqts. in State	Memberships	State	Co-op hqts in State	Memberships
<b>SERVICE <sup>11</sup> (Continued)</b>			<b>TOTAL (Continued)</b>		
Pennsylvania	7	18,229	Virginia	74	170,121
Texas	172	40,486	Washington	97	35,247
Washington	5	2,856	West Virginia	27	64,810
Wisconsin	52	36,735	Wisconsin	248	249,259
Other States	<u>21</u>	<u>29,250</u>	Wyoming	16	4,908
United States	483	216,427	Other States	6	2,496
			Foreign		5,625
<b>TOTAL</b>			United States	4,244	4,023,264
Alabama	68	64,547			
Alaska	16	710			
Arizona	10	61,896			
Arkansas	66	62,550			
California	200	65,485			
Colorado	60	33,162			
Connecticut	4	3,361			
Delaware	3	28,301			
Florida	54	27,050			
Georgia	15	39,790			
Hawaii	34	2,590			
Idaho	50	36,576			
Illinois	224	235,719			
Indiana	65	120,424			
Iowa	279	255,358			
Kansas	172	159,903			
Kentucky	51	210,318			
Louisiana	60	15,742			
Maine	22	8,538			
Maryland	17	51,873			
Massachusetts	15	7,940			
Michigan	88	75,552			
Minnesota	404	392,815			
Mississippi	96	74,594			
Missouri	70	186,265			
Montana	89	40,905			
Nebraska	157	142,914			
New Mexico	7	3,149			
New York	108	81,390			
North Carolina	30	134,260			
North Dakota	302	146,571			
Ohio	109	104,641			
Oklahoma	116	83,221			
Oregon	44	36,535			
Pennsylvania	67	54,528			
South Carolina	8	20,219			
South Dakota	170	140,095			
Tennessee	82	127,609			
Texas	291	123,961			
Utah	26	15,321			
Vermont	9	7,696			

<sup>1</sup> Includes centralized and federated cooperatives and those with mixed organizational structures.<sup>2</sup> Includes farmer-members (entitled to vote for directors) but not nonvoting patrons. (Duplication in these membership figures occurs because many farmers belong to more than one cooperative.) Totals may not add due to rounding.<sup>3</sup> Data covering operations of cooperatives for fiscal years that ended in 1993. States listed are those with more than two cooperatives or where disclosure is not a problem.<sup>4</sup> Cotton ginning cooperatives in previous reports were included in this classification. These cooperatives were reclassified as service cooperatives in 1989.<sup>5</sup> Cooperatives performing specific services related to a commodity are included. Incorporated local associations of a federation that perform the actual marketing or processing are counted.<sup>6</sup> Includes foreign memberships.<sup>7</sup> Excludes soybean meal and oil.<sup>8</sup> Membership fluctuates annually and is affected by the extent to which producers participate in price stabilization programs.<sup>9</sup> Includes sugar, sugarcane, sugar beets, honey, maple syrup, molasses, and sorghum.<sup>10</sup> Includes forest products, hay, hops, nursery stock, coffee, and other farm products not separately classified.<sup>11</sup> Cooperatives providing services related to marketing or purchasing activities. Major services provided are cotton ginning, trucking, storing, grinding, drying, and artificial insemination.

Appendix Table 2— Cooperative business volume<sup>1</sup> by commodity and State, 1993<sup>2</sup>

State	Business volume		State	Business volume		
	Gross	Net		Gross	Net	
<i>1,000 dollars</i>					<i>1,000 dollars</i>	
<b>PRODUCTS MARKETED:</b>					<b>FRUITS AND VEGETABLES (Continued)</b>	
<b>BEANS AND PEAS, DRY EDIBLE</b>					New Jersey 179,391 179,391	
California 82,440	81,190		North Carolina 3,694 3,694		New York 181,307 178,407	
Other States 111,352	110,102		Ohio 7,080 7,080		Oregon 484,867 484,639	
United States 193,792	191,292		Pennsylvania 455,363 455,092		Texas 34,207 34,207	
<b>COTTON</b>					Vermont 13,875 13,875	
Arkansas 146,409	145,841		Virginia 5,290 5,290		Washington 743,786 743,305	
California 519,092	471,743		Other States 662,583 655,236		Foreign <sup>3</sup> 2,389 2,389	
Mississippi 384,832	379,026		United States 8,864,866 8,370,958			
Texas 344,862	340,355		<b>GRAINS AND OILSEEDS EXCLUDING COTTONSEED</b>			
Other States 580,189	577,408		Arkansas 169,347 169,347		Arkansas 169,347 169,347	
United States 1,975,383	1,914,375		Colorado 188,999 188,999		Colorado 188,999 188,999	
<b>DAIRY</b>					Idaho 60,815 60,815	
California 2,795,912	2,613,754		Illinois 1,814,595 1,775,590		Illinois 1,814,595 1,775,590	
Hawaii 21,628	21,628		Indiana 1,775,054 1,121,548		Indiana 1,775,054 1,121,548	
Illinois 826,713	670,879		Iowa 2,471,515 2,460,536		Iowa 2,471,515 2,460,536	
Iowa 712,372	647,618		Kansas 1,503,601 1,471,014		Kansas 1,503,601 1,471,014	
Michigan 628,609	619,482		Louisiana 25,304 25,304		Louisiana 25,304 25,304	
Minnesota 1,930,143	1,659,466		Michigan 130,893 130,893		Michigan 130,893 130,893	
New York 1,494,989	1,154,752		Minnesota 2,212,975 1,691,352		Minnesota 2,212,975 1,691,352	
North Carolina 235,398	216,938		Mississippi 130,940 130,940		Mississippi 130,940 130,940	
North Dakota 608,607	451,624		Missouri 474,285 441,697		Missouri 474,285 441,697	
Ohio 468,026	466,194		Montana 291,882 194,119		Montana 291,882 194,119	
Oregon 246,778	236,155		Nebraska 1,686,028 1,473,990		Nebraska 1,686,028 1,473,990	
Pennsylvania 1,228,736	931,966		North Dakota 1,943,271 1,519,273		North Dakota 1,943,271 1,519,273	
Vermont 362,737	354,559		Ohio 735,578 697,136		Ohio 735,578 697,136	
Virginia 417,425	408,441		Oklahoma 448,980 448,980		Oklahoma 448,980 448,980	
Wisconsin 4,049,213	3,955,101		Oregon 162,595 130,007		Oregon 162,595 130,007	
Other States 6,653,190	6,101,632		South Dakota 985,647 829,725		South Dakota 985,647 829,725	
United States 22,680,477	20,510,188		Texas 800,698 617,720		Texas 800,698 617,720	
<b>FRUITS AND VEGETABLES</b>					Washington 437,234 388,352	
Arizona 153,174	139,135		Other States 474,332 403,292		Other States 474,332 403,292	
Arkansas 1,200	1,200		Foreign <sup>3</sup> 174,708 93,238		Foreign <sup>3</sup> 174,708 93,238	
California 3,543,735	3,216,413		United States 19,099,276 16,463,865		United States 19,099,276 16,463,865	
Colorado 21,088	21,088					
Florida 1,352,235	1,297,591					
Georgia 60,625	55,727					
Hawaii 26,938	26,938					
Kentucky 8,307	8,307					
Maine 38,494	38,494					
Massachusetts 432,339	432,339					
Michigan 452,902	371,122					

Continued

Appendix Table 2— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>					<i>1,000 dollars</i>
<b>LIVESTOCK</b>			<b>SUGAR</b>		
Alabama	45,077	45,077	Idaho	159,866	159,866
Colorado	106,048	106,048	Louisiana	241,760	158,709
Idaho	77,561	77,561	Michigan	163,619	148,758
Indiana	112,859	112,859	Minnesota	618,068	515,468
Kentucky	31,448	31,448	Montana	59,398	59,398
Michigan	511,686	511,686	Wyoming	26,079	26,079
Minnesota	302,711	302,711	Other States	801,992	765,294
Mississippi	77,543	77,543	Foreign <sup>3</sup>	572	572
Missouri	230,877	230,877	United States	2,071,355	1,834,144
New York	89,002	89,002			
North Dakota	148,292	148,292	<b>TOBACCO</b>		
Ohio	375,102	375,102	Kentucky	161,898	161,898
Pennsylvania	1,638	1,638	North Carolina	287,803	287,803
Virginia	19,109	19,109	Tennessee	68,172	68,172
West Virginia	2,167	2,167	Virginia	50,430	50,430
Wisconsin	778,808	778,808	Other States	64,940	64,940
Other States	2,756,406	2,756,406	United States	633,244	633,244
Foreign <sup>3</sup>	1,413	1,413			
United States	5,667,746	5,667,746	<b>WOOL AND MOHAIR</b>		
<b>NUTS</b>			Idaho	46	46
California	621,030	621,030	Montana	592	592
Hawaii	16,178	16,178	North Dakota	26	26
Other States	229,988	229,988	Pennsylvania	212	212
United States	867,196	867,196	Utah	2,470	2,470
<b>POULTRY</b>			Virginia	328	328
California	45,379	45,379	West Virginia	301	301
Utah	185,886	59,341	Wyoming	68	68
Other States	1,407,570	1,270,479	Other States	15,525	6,807
United States	1,638,834	1,375,200	United States	19,569	10,851
<b>RICE</b>			<b>MISCELLANEOUS MARKETING</b> <sup>4</sup>		
California	197,757	196,624	Alaska	9,373	9,373
Louisiana	15,414	15,414	California	240,833	240,812
Texas	43,731	43,731	Florida	16,928	16,885
Other States	525,788	525,788	Maine	9,323	9,323
United States	782,691	781,557	Massachusetts	949	949
			Michigan	46,312	45,945
			Minnesota	143,982	126,875
			Mississippi	170,022	169,707
			North Dakota	18,772	18,772
			Washington	76,854	76,833
			Other States	1,019,764	1,001,776
			Foreign <sup>3</sup>	591,859	591,631
			United States	2,344,971	2,308,884

Continued

Appendix Table 2— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>			<i>1,000 dollars</i>		
<b>TOTAL FARM PRODUCTS MARKETED</b>			<b>FARM SUPPLIES PROVIDED:</b>		
Alabama	661,856	635,497	<b>FARM CHEMICALS</b>		
Alaska	9,373	9,373	Alabama	57,665	27,960
Arizona	598,709	568,881	Arkansas	128,346	68,367
Arkansas	1,084,067	1,077,244	California	26,713	23,778
California	8,254,328	7,695,095	Colorado	24,508	20,790
Colorado	581,799	577,569	Florida	17,496	17,316
Florida	2,277,603	2,131,443	Georgia	20,302	18,651
Georgia	816,965	808,678	Hawaii	1,714	1,714
Hawaii	86,343	86,343	Idaho	17,690	17,690
Idaho	825,758	818,366	Illinois	308,645	213,423
Illinois	3,229,212	3,034,145	Indiana	202,852	142,644
Indiana	2,300,168	1,640,323	Iowa	430,072	291,919
Iowa	4,407,716	4,330,614	Kansas	93,428	68,606
Kansas	1,930,701	1,884,968	Kentucky	41,826	37,430
Kentucky	598,091	559,400	Louisiana	61,227	35,728
Louisiana	513,003	429,618	Maryland	18,823	17,098
Maine	66,709	66,259	Massachusetts	3,912	3,644
Massachusetts	895,306	732,779	Michigan	22,705	22,113
Michigan	1,980,807	1,874,422	Minnesota	340,917	222,876
Minnesota	5,363,359	4,357,499	Mississippi	62,976	47,218
Mississippi	849,990	843,316	Missouri	69,143	60,896
Missouri	1,496,962	1,360,631	Montana	29,539	23,430
Montana	429,414	331,651	Nebraska	139,217	119,827
Nebraska	2,615,090	2,362,562	New York	30,572	26,615
New Jersey	241,020	237,343	North Carolina	25,823	21,043
New York	1,813,179	1,470,042	North Dakota	96,743	78,763
North Carolina	718,763	699,311	Ohio	76,188	75,021
North Dakota	3,003,119	2,385,189	Oklahoma	23,634	17,591
Ohio	1,625,664	1,576,672	Oregon	27,606	21,496
Oklahoma	956,641	946,090	Pennsylvania	21,679	20,124
Oregon	1,100,989	1,033,580	South Dakota	111,686	81,966
Pennsylvania	1,771,754	1,474,256	Tennessee	96,763	55,885
South Carolina	97,514	96,142	Texas	62,477	54,203
South Dakota	1,385,158	1,184,205	Utah	12,362	12,362
Tennessee	274,015	273,488	Virginia	20,553	17,458
Texas	2,091,341	1,885,311	Washington	36,637	24,196
Utah	402,741	267,368	West Virginia	2,712	2,433
Vermont	379,364	371,187	Wisconsin	154,954	94,737
Virginia	566,587	555,426	Wyoming	2,979	2,979
Washington	1,919,522	1,837,941	Other States	46,866	44,125
West Virginia	46,827	45,907	Foreign <sup>3</sup>	19,363	3,685
Wisconsin	5,275,069	5,179,035	United States	2,989,315	2,157,802
Wyoming	43,006	42,722			
Other States	482,855	462,365			
Foreign <sup>3</sup>	770,941	689,243			
United States	66,839,397	60,929,500			

Continued

Appendix Table 2— Cooperative business volume<sup>1</sup> by commodity and State, 1993<sup>2</sup> (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>					<i>1,000 dollars</i>
<b>FEED</b>			<b>FERTILIZER</b>		
Alabama	151,096	136,063	Alabama	106,498	67,287
Arkansas	119,830	74,363	Arkansas	164,207	88,131
California	144,667	120,974	California	62,356	61,345
Colorado	50,787	39,419	Colorado	75,823	60,461
Florida	75,113	72,893	Florida	82,192	29,579
Georgia	165,339	161,739	Georgia	60,961	48,260
Hawaii	3,368	3,368	Hawaii	1,536	1,536
Idaho	37,074	20,716	Idaho	28,021	28,021
Illinois	263,006	187,038	Illinois	566,307	312,042
Indiana	292,615	152,650	Indiana	431,693	224,754
Iowa	940,223	650,197	Iowa	736,795	398,146
Kansas	265,843	179,238	Kansas	354,137	251,598
Kentucky	56,094	47,211	Kentucky	119,297	78,320
Louisiana	49,718	35,345	Louisiana	133,052	48,916
Maryland	39,321	35,070	Maryland	26,430	24,092
Massachusetts	30,290	27,335	Massachusetts	6,053	5,532
Michigan	53,346	49,628	Michigan	36,702	33,881
Minnesota	663,524	450,286	Minnesota	579,641	306,417
Mississippi	102,702	92,583	Mississippi	116,596	84,653
Missouri	189,850	150,780	Missouri	196,189	145,037
Montana	32,035	22,329	Montana	53,004	43,012
Nebraska	226,569	153,799	Nebraska	270,724	213,493
New York	215,316	190,669	New York	37,363	33,926
North Carolina	80,592	70,680	North Carolina	46,116	39,414
North Dakota	68,182	47,687	North Dakota	239,441	145,892
Ohio	122,875	119,782	Ohio	182,989	113,238
Oklahoma	83,760	63,414	Oklahoma	110,275	79,920
Oregon	47,702	45,847	Oregon	42,854	32,862
Pennsylvania	127,599	109,820	Pennsylvania	28,036	25,015
South Dakota	173,238	122,646	South Dakota	158,911	114,324
Tennessee	210,400	111,271	Tennessee	256,357	106,858
Texas	128,113	98,546	Texas	225,956	139,975
Utah	48,013	47,085	Utah	15,444	15,444
Virginia	111,186	94,567	Virginia	52,533	47,949
Washington	38,943	37,088	Washington	40,121	27,057
West Virginia	14,425	12,578	West Virginia	7,499	6,824
Wisconsin	426,715	261,621	Wisconsin	311,828	157,454
Wyoming	10,804	10,804	Wyoming	3,420	3,420
Other States	349,507	311,964	Other States	65,627	58,064
Foreign <sup>3</sup>	110,234	60,913	Foreign <sup>3</sup>	137,898	55,628
United States	6,320,015	4,680,005	United States	6,170,881	3,757,780

Continued

Appendix Table 2— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>					<i>1,000 dollars</i>
<b>PETROLEUM</b>			<b>SEED</b>		
Alabama	5,048	4,848	Alabama	38,296	17,503
Arkansas	83,113	46,208	Arkansas	25,453	14,510
California	3,863	3,795	California	28,291	28,291
Colorado	110,285	89,236	Colorado	2,256	2,256
Florida	3,416	3,416	Florida	6,869	5,596
Georgia	611	611	Georgia	11,298	10,698
Hawaii	629	629	Hawaii	825	825
Idaho	99,621	67,365	Idaho	7,940	7,224
Illinois	518,301	305,795	Illinois	61,537	38,938
Indiana	361,105	237,290	Indiana	42,625	26,564
Iowa	823,508	460,016	Iowa	68,398	42,556
Kansas	915,183	328,327	Kansas	9,815	9,815
Kentucky	86,053	69,563	Kentucky	17,357	15,627
Louisiana	17,647	11,820	Louisiana	18,417	10,672
Maryland	67,813	60,389	Maryland	9,446	8,487
Massachusetts	43,245	32,720	Massachusetts	4,205	4,065
Michigan	59,524	45,563	Michigan	9,125	8,812
Minnesota	742,981	473,309	Minnesota	46,029	34,515
Mississippi	27,691	21,362	Mississippi	14,500	11,642
Missouri	410,884	318,339	Missouri	26,820	23,828
Montana	204,587	96,571	Montana	7,857	4,518
Nebraska	388,096	273,277	Nebraska	11,081	7,653
New York	289,329	218,816	New York	21,310	20,389
North Carolina	15,598	13,420	North Carolina	9,461	7,996
North Dakota	407,830	251,275	North Dakota	31,860	23,807
Ohio	113,777	94,253	Ohio	20,400	20,400
Oklahoma	202,965	82,633	Oklahoma	4,900	4,900
Oregon	104,713	72,669	Oregon	14,186	13,523
Pennsylvania	253,373	191,699	Pennsylvania	17,429	16,620
South Dakota	214,453	182,635	South Dakota	13,279	10,263
Tennessee	73,202	48,222	Tennessee	45,599	29,518
Texas	155,493	108,660	Texas	14,649	14,649
Utah	3,489	3,489	Utah	5,468	5,468
Virginia	109,313	94,612	Virginia	18,418	16,688
Washington	198,331	112,882	Washington	12,558	11,231
West Virginia	28,105	26,324	West Virginia	2,649	2,383
Wisconsin	605,267	395,024	Wisconsin	44,583	26,159
Wyoming	44,890	23,528	Wyoming	3,326	2,663
Other States	297,355	229,359	Other States	33,565	31,969
Foreign <sup>3</sup>	207,345	65,446	Foreign <sup>3</sup>	1,107	974
United States	8,298,031	5,165,392	United States	783,186	594,192

Continued

Appendix Table 2—Cooperative business volume<sup>1</sup> by commodity and State, 1993<sup>2</sup> (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>					<i>1,000 dollars</i>
<b>MISCELLANEOUS SUPPLIES<sup>5</sup></b>			<b>TOTAL FARM SUPPLIES</b>		
Alabama	82,808	74,017	Alabama	441,412	327,678
Arkansas	100,788	59,056	Arkansas	621,738	350,635
California	139,892	71,592	California	405,782	309,774
Colorado	40,524	36,188	Colorado	304,185	248,350
Florida	100,830	100,214	Florida	285,915	229,013
Georgia	75,332	72,868	Georgia	333,843	312,827
Hawaii	2,629	2,629	Hawaii	10,701	10,701
Idaho	38,064	33,706	Idaho	228,412	174,723
Illinois	114,219	66,462	Illinois	1,832,016	1,123,697
Indiana	51,418	43,507	Indiana	1,382,308	827,408
Iowa	217,459	155,841	Iowa	3,216,454	1,998,676
Kansas	112,384	83,703	Kansas	1,750,792	921,286
Kentucky	66,201	60,427	Kentucky	386,827	308,578
Louisiana	38,593	24,585	Louisiana	318,655	167,067
Maryland	37,135	33,967	Maryland	198,967	179,103
Massachusetts	25,974	24,457	Massachusetts	113,679	97,753
Michigan	70,051	60,250	Michigan	251,454	220,247
Minnesota	283,308	208,062	Minnesota	2,656,401	1,695,465
Mississippi	43,828	40,214	Mississippi	368,292	297,673
Missouri	108,610	74,699	Missouri	1,001,496	773,579
Montana	38,612	33,735	Montana	365,634	223,595
Nebraska	109,653	90,646	Nebraska	1,145,340	858,694
New York	212,510	177,822	New York	806,400	668,235
North Carolina	27,517	23,897	North Carolina	205,106	176,450
North Dakota	106,781	94,132	North Dakota	950,837	641,555
Ohio	71,903	62,222	Ohio	588,131	484,917
Oklahoma	35,260	27,714	Oklahoma	460,795	276,173
Oregon	89,903	85,451	Oregon	326,963	271,849
Pennsylvania	112,114	102,924	Pennsylvania	560,231	466,201
South Dakota	80,785	67,829	South Dakota	752,352	579,663
Tennessee	146,792	80,532	Tennessee	829,113	432,286
Texas	64,784	52,338	Texas	651,472	468,371
Utah	35,328	34,605	Utah	120,104	118,453
Virginia	143,706	108,398	Virginia	455,709	379,671
Washington	84,397	57,850	Washington	410,986	270,304
West Virginia	23,302	20,716	West Virginia	78,692	71,258
Wisconsin	230,387	200,593	Wisconsin	1,773,734	1,135,588
Wyoming	11,291	11,278	Wyoming	76,711	54,673
Other States	216,366	192,333	Other States	1,009,284	867,816
Foreign <sup>3</sup>	27,237	11,190	Foreign <sup>3</sup>	503,184	197,836
United States	3,618,677	2,862,653	United States	28,180,104	19,217,824

Continued

Appendix Table 2— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

State	Business volume		State	Business volume	
	Gross	Net		Gross	Net
<i>1,000 dollars</i>					<i>1,000 dollars</i>
<b>SERVICES PROVIDED:</b> <sup>6</sup>			<b>TOTAL:</b> (Continued)		
Alabama	13,539	13,539	Louisiana	847,322	612,349
Arizona	10,628	10,628	Maine	233,091	213,530
Arkansas	71,599	71,599	Maryland	461,967	430,891
California	344,282	344,282	Massachusetts	1,017,704	839,251
Hawaii	6,749	6,749	Michigan	2,293,899	2,156,307
Illinois	148,320	148,320	Minnesota	8,187,412	6,220,616
Iowa	184,107	184,107	Mississippi	1,439,431	1,362,137
Kentucky	28,578	28,578	Missouri	2,610,916	2,246,667
Louisiana	15,664	15,664	Montana	802,904	563,102
Michigan	61,638	61,638	Nebraska	3,861,966	3,322,793
Minnesota	167,652	167,652	New Jersey	416,514	384,170
Mississippi	221,148	221,148	New Mexico	109,813	104,562
Nebraska	101,536	101,536	New York	2,721,228	2,239,926
New Mexico	3,253	3,253	North Carolina	942,672	894,564
New York	101,650	101,650	North Dakota	3,996,756	3,069,544
North Carolina	18,802	18,802	Ohio	2,291,954	2,139,747
North Dakota	42,800	42,800	Oklahoma	1,455,995	1,260,822
Ohio	78,159	78,159	Oregon	1,463,768	1,341,245
Oklahoma	38,560	38,560	Pennsylvania	2,383,645	1,992,117
Pennsylvania	51,660	51,660	South Carolina	273,373	264,521
Texas	212,216	212,216	South Dakota	2,174,775	1,801,133
Washington	114,221	114,221	Tennessee	1,125,742	728,389
Wisconsin	70,936	70,936	Texas	2,955,029	2,565,898
Other States	616,518	616,518	Utah	540,492	403,470
United States	2,724,216	2,724,216	Vermont	528,356	497,839
<b>TOTAL:</b>			Virginia	1,067,813	980,614
Alabama	1,116,807	976,714	Washington	2,444,728	2,222,465
Alaska	45,458	34,328	West Virginia	125,877	117,524
Arizona	653,488	609,250	Wisconsin	7,119,739	6,385,559
Arkansas	1,777,404	1,499,477	Wyoming	121,495	99,172
California	9,004,392	8,349,151	Other States	122,437	110,390
Colorado	908,460	848,396	Foreign <sup>3</sup>	1,274,125	887,079
Connecticut	166,351	146,379	United States	97,743,717	82,871,539
Delaware	99,619	89,282			
Florida	2,661,348	2,458,286			
Georgia	1,163,360	1,134,056			
Hawaii	103,793	103,793			
Idaho	1,063,980	1,002,900			
Illinois	5,209,548	4,306,163			
Indiana	3,754,366	2,539,621			
Iowa	7,808,277	6,513,397			
Kansas	3,780,634	2,905,395			
Kentucky	1,013,496	896,555			

See footnotes next page

## Footnotes to appendix table 2

<sup>1</sup> Data covering operations of cooperatives whose business years ended during calendar 1993. Includes independent local cooperatives, federations, centralized regional cooperatives, and cooperatives with mixed organizational structures. The volume of products marketed is allocated to the State in which they originate and the volume of farm supplies is allocated to the State in which they are sold; service volume and other income are allocated to the State of origin when services relate to farm products marketed or to the State of destination when related to farm supplies sold.

<sup>2</sup> Gross business volume includes sales between cooperatives. Net business volume excludes sales between cooperatives. States listed are those where more than two cooperatives handle the commodity or farm supply or where disclosure is not a problem. Totals may not add due to rounding.

<sup>3</sup> Includes value of farm products imported, farm supplies exported, services related to imported farm products or exported farm supplies, sales to domestic military installations, or sales of farm products not received directly from member-patrons.

<sup>4</sup> Includes forest products, hay, hops, nursery stock, fish, coffee, seed marketed for growers, and other farm products not separately classified. Also includes manufactured food products and resale items marketed by cooperatives.

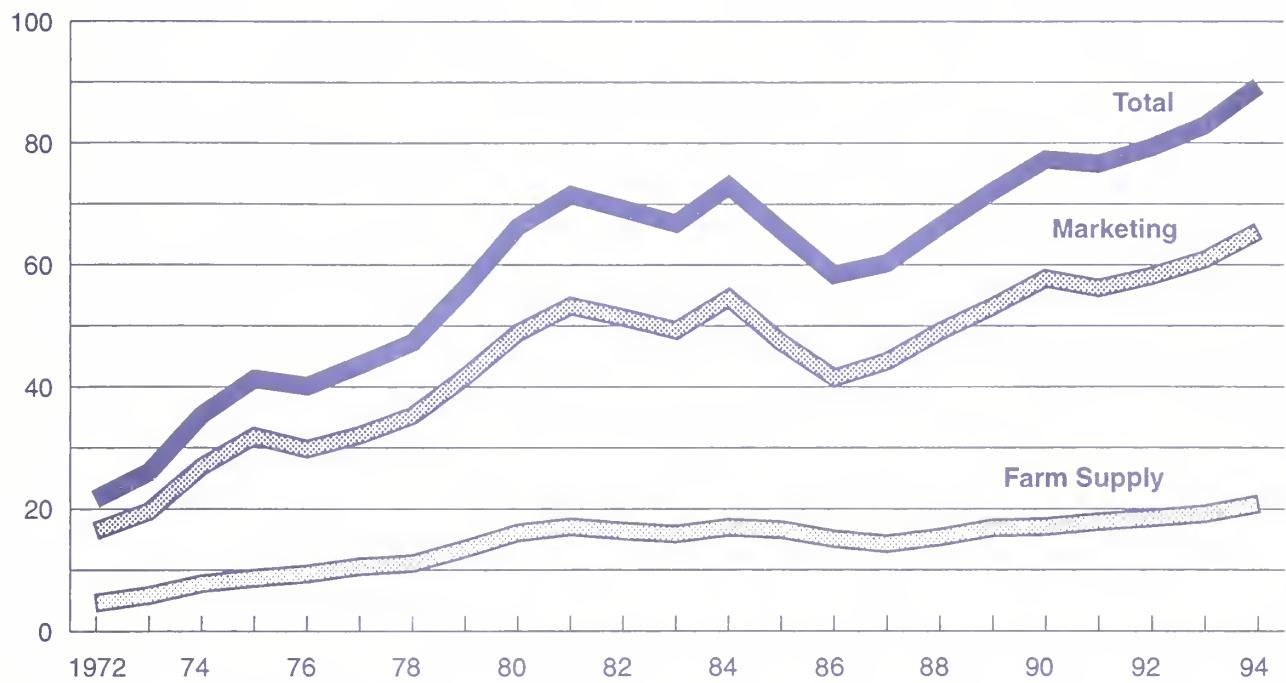
<sup>5</sup> Includes building supplies, containers and packaging supplies, farm machinery and equipment, animal health products, automotive supplies, food, hardware, chicks, and other supplies not separately classified.

<sup>6</sup> Income from services related to marketing and purchasing activities but not included in the volumes reported for these activities.

## Appendix Figures

Appendix Figure 1—Cooperatives' Net Business Volume, 1972-94

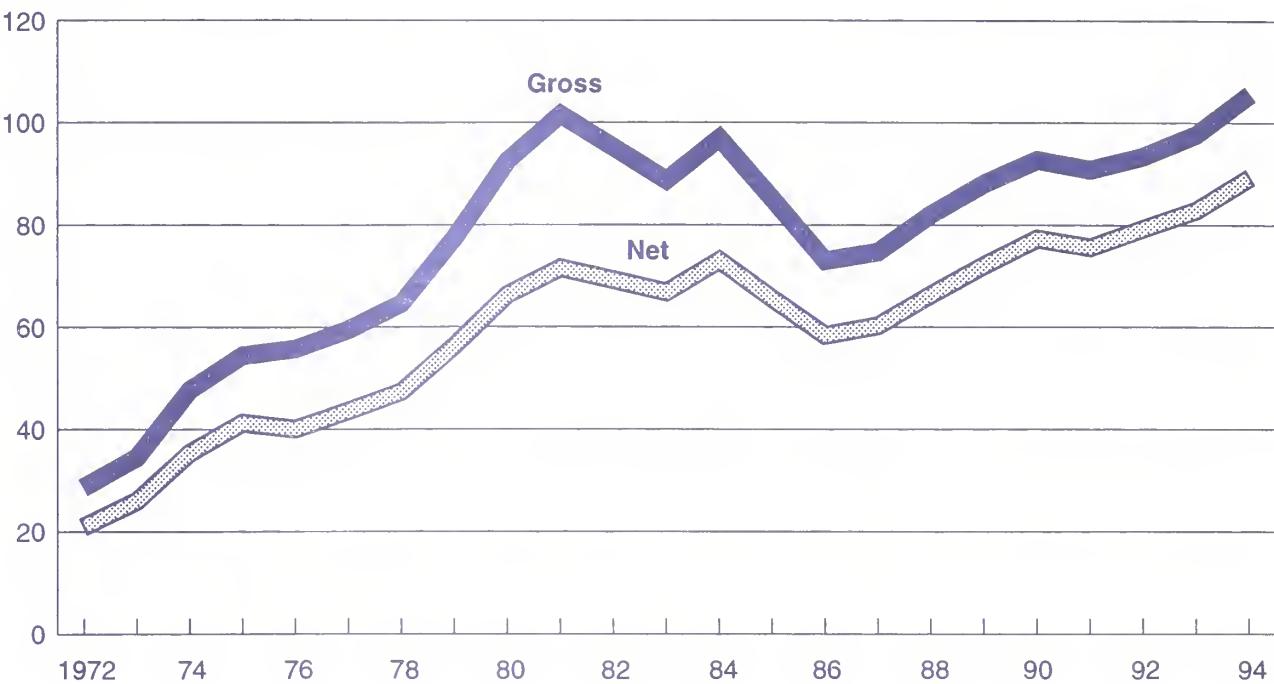
Billion dollars



Total includes value of related services provided.

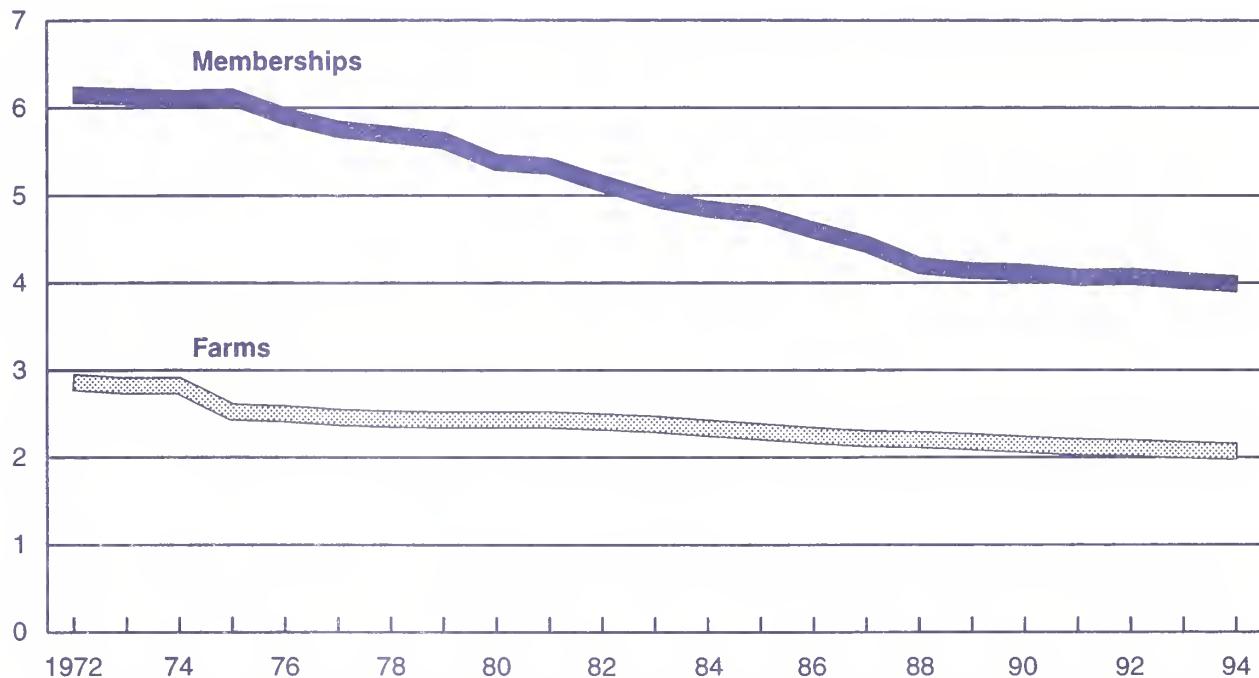
Appendix Figure 2— Cooperatives' Gross and Net Business Volume, 1972-94

Billion dollars



Appendix Figure 3— U.S. Farms and Cooperative Memberships, 1972-94

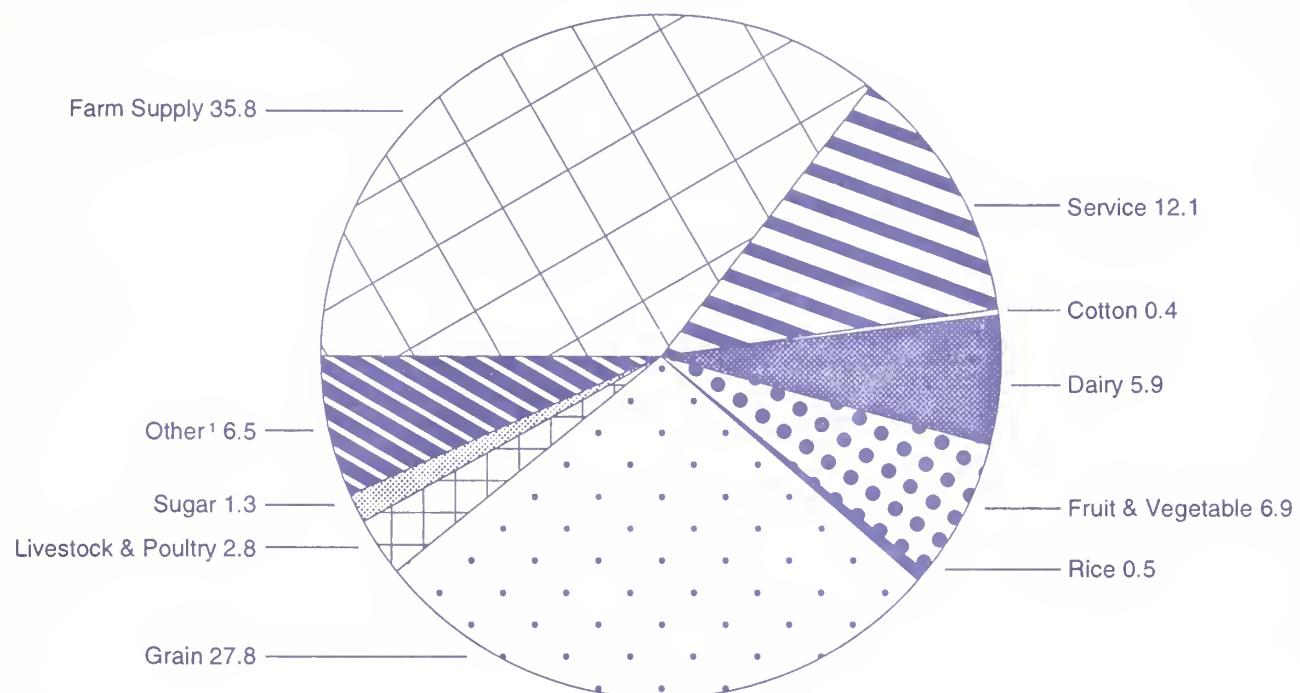
Millions



Memberships were higher than farm numbers because many farmers belonged to more than one cooperative.

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Appendix Figure 4—Distribution of Farm Cooperatives by Type of Cooperative, 1994

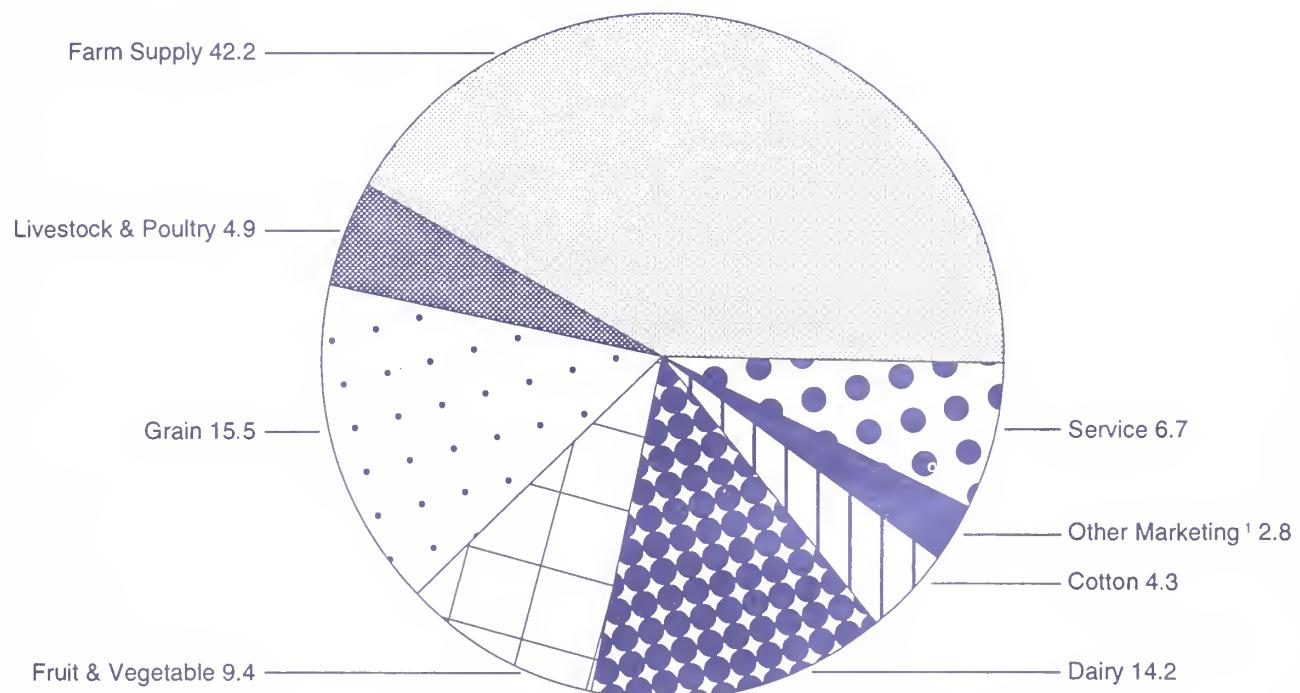


<sup>1</sup> Includes dry bean, nut, tobacco, wool, and miscellaneous marketing cooperatives.

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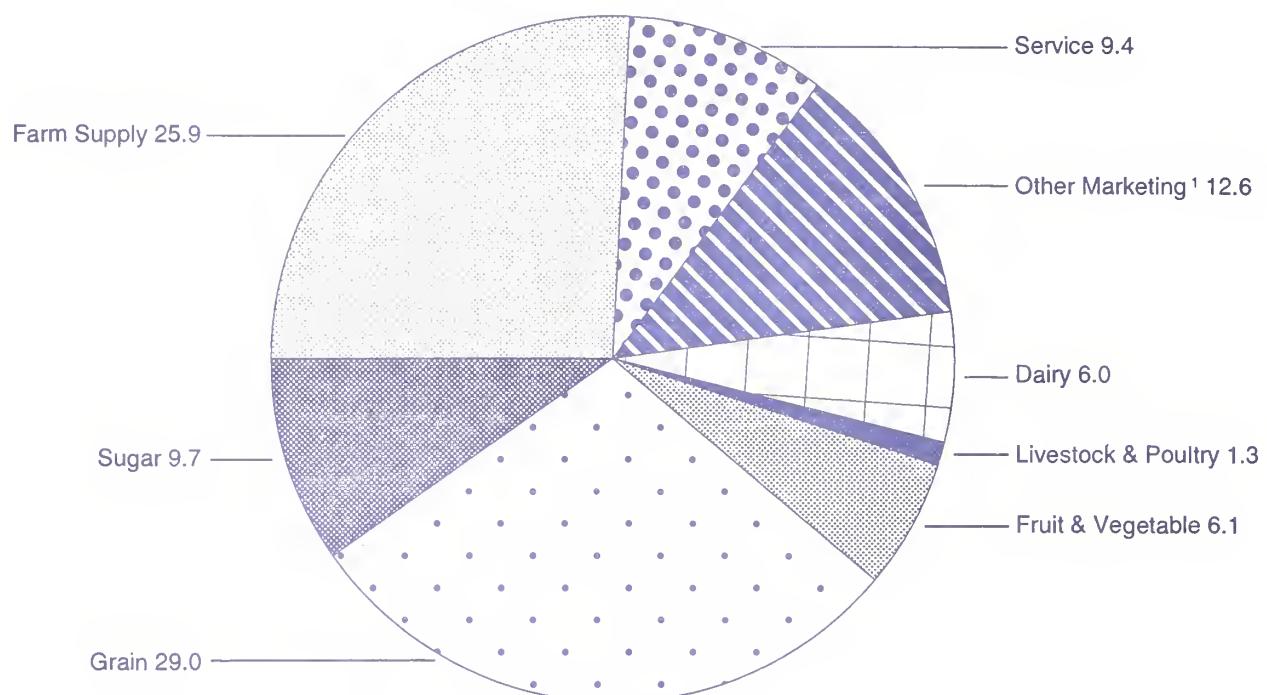
Appendix Figure 5—Distribution of Net Income by Type of Cooperative, 1994



<sup>1</sup> Includes dry bean and pea, nut, rice, sugar, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.  
Percent based on net income of \$1.96 billion.

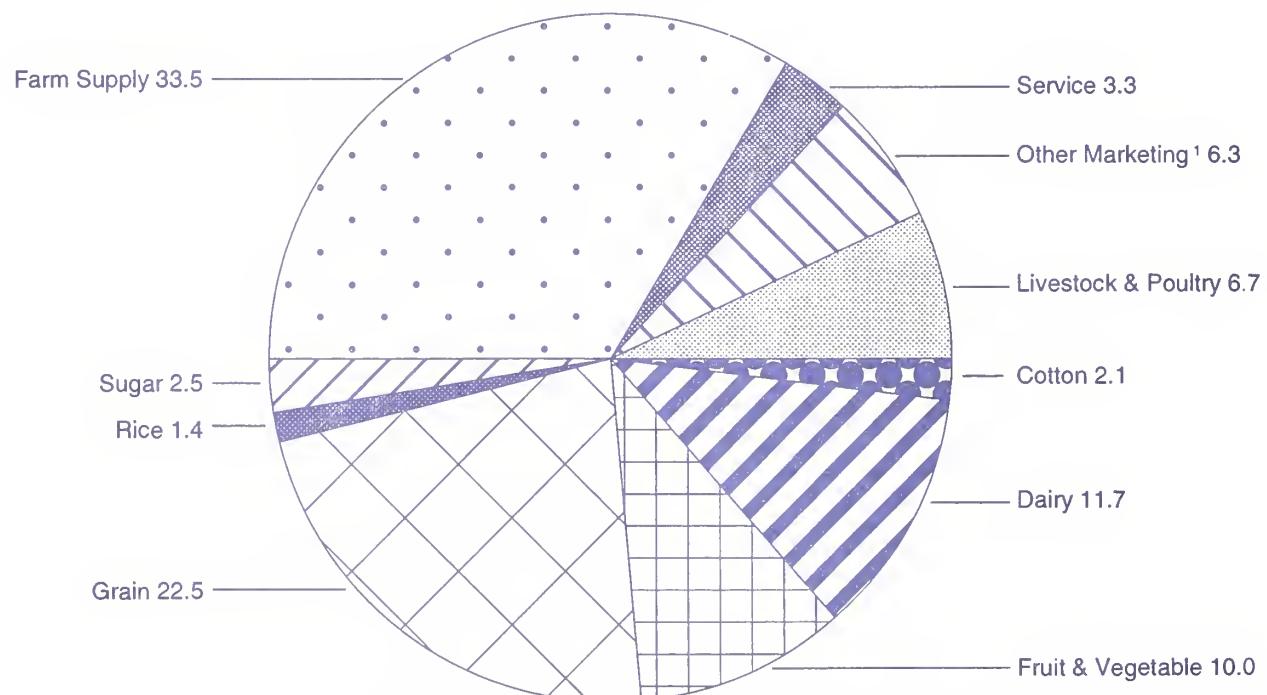
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Appendix Figure 6— Distribution of Losses by Type of Cooperative, 1994



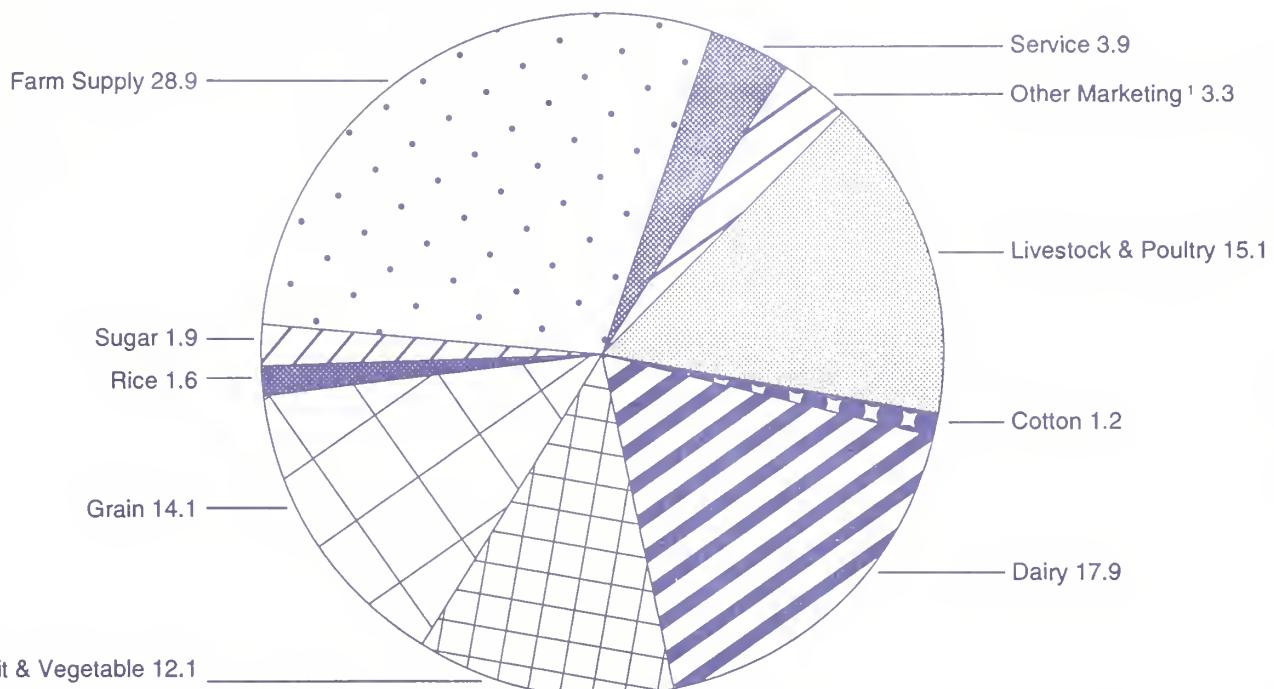
<sup>1</sup> Includes dry bean and pea, nut, rice, sugar, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.  
Percent based on losses of \$158.8 million.

Appendix Figure 7— Distribution of Net Worth by Type of Cooperative, 1994



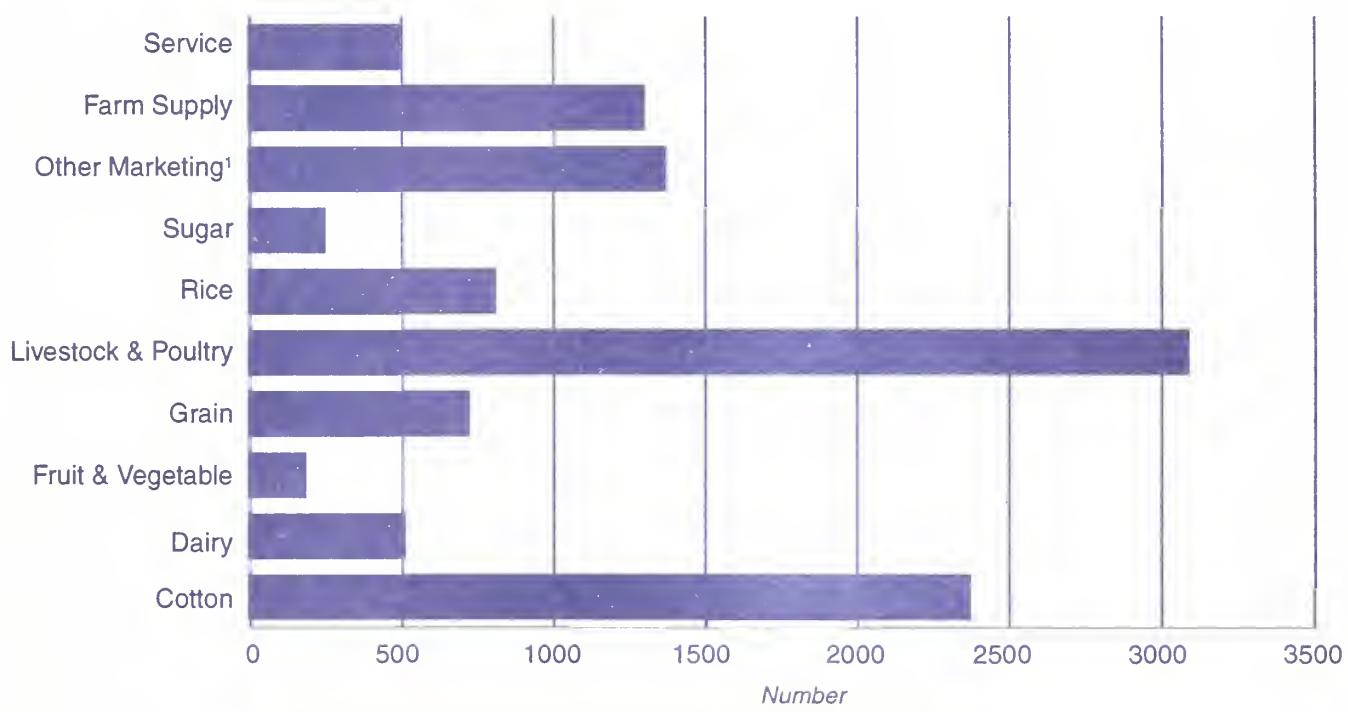
<sup>1</sup> Includes dry bean and pea, nut, rice, sugar, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.  
Percent based on net worth of \$15.6 billion.

Appendix Figure 8— Distribution of Full-Time Employees by Type of Cooperative, 1994



<sup>1</sup> Includes dry bean and pea, nut, rice, sugar, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.  
Percent based on full-time employees of 175,019.

Appendix Figure 9— Average Number of Memberships Per Co-op by Type of Cooperative, 1994

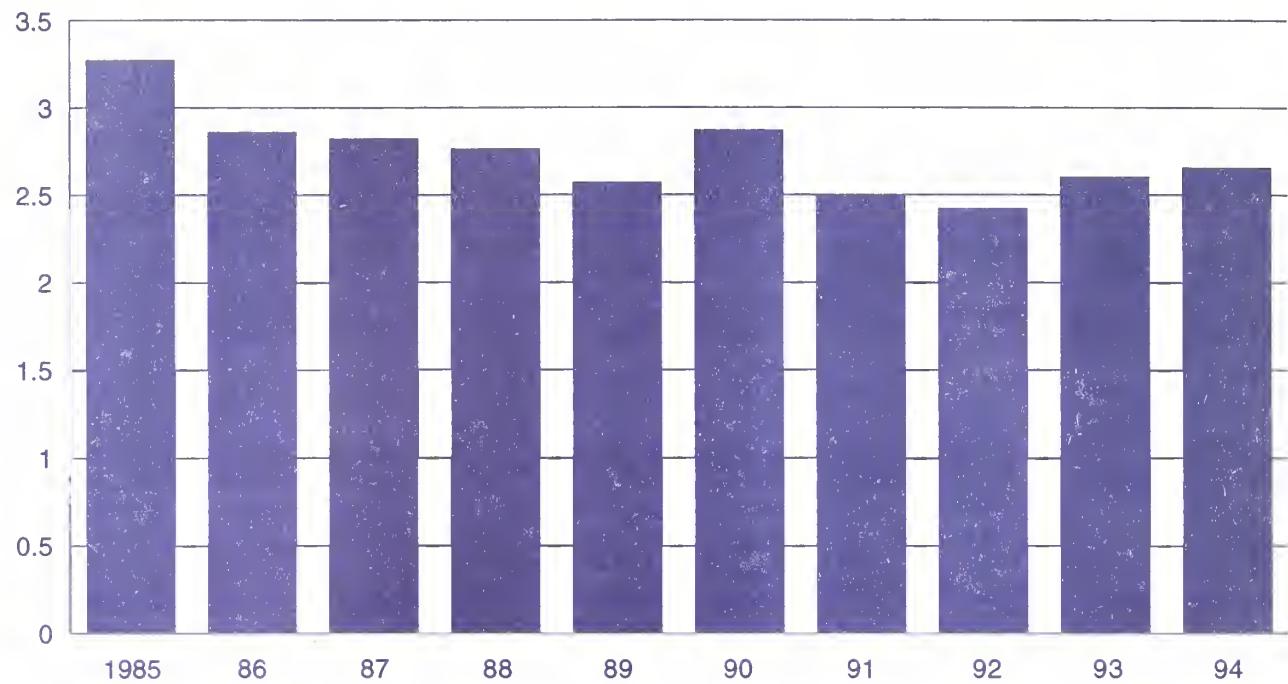


<sup>1</sup> Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

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**Appendix Figure 10— Cooperatives' Investments in Other Cooperatives, 1985-94**

*Billion dollars*









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**U.S. Department of Agriculture**  
**Rural Business/Cooperative Service**  
Ag Box 3250  
Washington, D.C. 20250-3250

Rural Business/Cooperative Service (RBS) provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers, fishermen, and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The cooperative segment of RBS (1) helps farmers, fishermen, and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs. RBS also publishes research and educational materials and issues *Farmer Cooperatives* magazine.

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